

LEATHER *and* SHOES

BROWNS

for garment leathers

Du Pont Leather Tans
Y R 3R

Du Pont Leather Browns
5R CY BBR C2R YN 4BR

shaded with

Du Pont Leather Blue SX
Du Pont Leather Green Y
Du Pont Leather Black O




These representative colors from Du Pont's extensive line of leather dyes are economical, give well penetrated, full and level shades. Exhibit good performance with vegetable extracts.

Why not let our Technical Staff help you with your dyeing problems?
E. I. du Pont de Nemours & Co. (Inc.),
Dyestuffs Division, Wilmington 98,
Delaware.

*Du Pont
Dyestuffs*



BETTER THINGS FOR BETTER LIVING ... THROUGH CHEMISTRY



UNITED COMBINATION Shanks

give you these 8
Shoemaking Advantages!

- ★ Acts as filler through shank area
- ★ Provides firm, broad base for outsole leveling
- ★ Gives fullness and character to finished bottom
- ★ Makes possible accurate, quick insertion
- ★ Provides positive locating of steel or wood shank piece
- ★ Maintains uniformity with every pair
- ★ With long heel style, affords tighter joints at heel breast
- ★ Leaves insoles free from prong or tack point penetration

FOR the maker of welt shoes . . . United suggests Combination shanks, finest for this type of footwear because they impart so many extras in addition to reliable support. Precision fitting, characteristic of all United shanks, is found in both the cover and the steel (or wood).

For greatly improved shoemaking, try United Combination Shanks. Ask your United man about a shoemaking trial with a Combination shank individually suited to your shoemaking.

United Shoe Machinery Corpor.
BOSTON, MASSACHUSETTS

While one of these mosquitoes is just the ordinary summer nuisance, the other is the man-killing *Anopheles* . . . dreaded carrier of malaria. But only an expert would quickly know the difference!

Matching leather soles also calls for expert ability to tell "which is which." At England Walton, trained craftsmen instantly spot ever-so-slight differences in fibre structures . . . and FIBRE-SORT soles accurately, for paired flexibility and longer, more even wear.

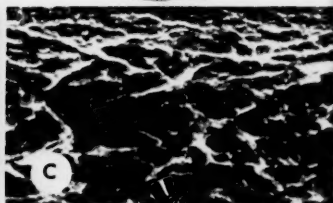
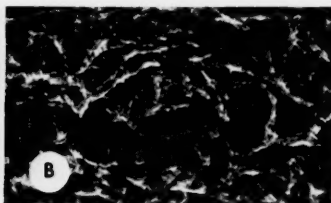
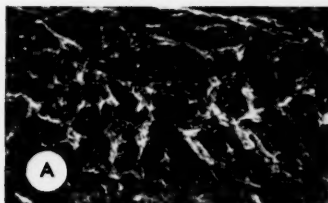
Here's extra value in shoes that means pleased purchasers, steady repeat sales, bigger profits. Get this *plus feature* . . . for your customers and yourself . . . with England Walton FIBRE-SORTED SOLES.

*The *Anopheles* Mosquito is on the right.

*Which
is Which?*

*If You Can Tell Instantly,
You're an Expert!*

Three greatly magnified cross-sections of sole leather. A and B are similar in fibre structure, C is noticeably different. England Walton experts will pair A and B, and find a matching fibre-structure for C.



England Walton FIBRE-SORTED SOLES

Cut soles and sole leather • Pure oak bark tanned

England Walton Division

A. C. LAWRENCE LEATHER COMPANY

Boston • Camden • Peabody • New York • St. Louis • Columbus • Milwaukee
Los Angeles • San Francisco • Ashland, Ky. • Newport, Tenn. • Hazelwood, N. C.



LEATHER and SHOES

ESTABLISHED 1890

PUBLISHER

Elmer J. Rumpf

EDITOR AND ASST PUBLISHER

William A. Rossi

10 HIGH ST., BOSTON 10, MASS.

MANAGING EDITOR

Charles B. Byrnes

NEWS AND MARKET EDITOR

Irving B. Roberts

10 HIGH ST., BOSTON 10, MASS.

ADVERTISING MANGAER

Philip Melhado

CIRCULATION MANAGER

June Mason

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi, C. R. Byrnes; Secretary: L. C. Bedford.

COPYRIGHT 1949

By

THE RUMPF PUBLISHING CO.

Formerly Hide and Leather Publishing Co.

300 WEST ADAMS STREET

CHICAGO 6, ILLINOIS

PHONE—CENTRAL 6-9353

BRANCH OFFICES

BOSTON 10, MASS.—Frederick G. Moynahan, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 6008 Jefferson St., Greenwald 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 6, MO.—William C. Crehan, 2549A N. Market St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottning-gaten 29, Oerebro, Sweden, Oerebro 13027.

MEMBER: AUDIT BUREAU OF CIRCULATIONS



MEMBER: ASSOCIATED BUSINESS PAPERS



LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly (one additional issue during February, May, August, November and December) by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Pontiac, Illinois, pending.

CONTENTS

FEATURES

THE RUEPING TANNERY—STRIPPED, STREAMLINED AND SUPERB 14

This 95-year-old tannery took stock of itself, drew up plans, then swung into action. The result: one of the world's most modern tanneries. The payoff: lower costs, faster output, better products, happier employees.

NEW DEVELOPMENTS 20

Some late developments of interest to the leather industry including: New technique in punching leather . . . Acryleather . . . Stainless steel lixator.

NEWS HEADLINES

SOLE LEATHER WORKERS MOBILIZE

To seek fourth round wage increase

SHOE OUTPUT DOWN 7% IN MAY

Women's shoes up 13 percent over May, 1948

GLOVERSVILLE TANNERIES CLOSE

Shut down after strike against one

SELBY WORKERS CHOOSE USWA

FINDERS SCORE PRICE DISCRIMINATION

Cite unfair trade practices

TC ATTACKS ARGENTINE, WEST GERMAN PACT

Hurts free market, says Council

CHAIN SALES OFF 4.5% IN JUNE

WEEKLY DEPARTMENTS

EDITORIAL	5	DEATHS	26
NEWS	6	FINANCE	26
COMING EVENTS	12	HIDES AND SKINS	27
LABOR NEWS	12	WANT ADS	29
SPOT NEWS	22	INDEX TO ADVERTISERS	30
LEATHER MARKETS	23	PERSONNEL	30

EDITORIAL

What Do You Call A "Bargain"?

LAST week a nationally syndicated article prepared by the business and financial staff of the New York *Herald-Tribune* was titled, "Better Shoes Are Selling For Less Than '43 Price All Over Country."

We agree that shoes are selling for less. But that the consumer is getting a better shoe today for less money is a statement that might be challenged.

However, one statement in regard to the G. R. Kinney Co. interested us: "Not only has the company markedly stepped up the quality and lowered the price on its products, but it has shaved its profit margins sharply in order to do so. This is true not only of Kinney but of virtually all companies in the industry."

The statement on shaving profits is not only a truth but a catastrophic truth. Its significance is that the shoe industry has returned to "normal"—that state of frenzied price-cutting that terminates in economic suicide for 50 percent of all operating shoe manufacturers year after year. We are now experiencing the return to this mass suicidal act by following the irresponsible Pied Pipers.

Now, let us make one thing emphatically clear. We are not opposed to low-priced footwear. Editorially we have time and again urged reduction of prices through reduction of costs wherever practicable. And we have urged a specific seeking out of such methods to reduce cost and prices.

However, there is such a thing as an irreducible minimum. When cuts are made to penetrate this basic level—when a fair margin of profit is sacrificed so that operations become deficit or profitless—that is unsound and foolhardy business that leads to failure. Who pays for these failures? The consumer. A supplier who incurs losses through failure of some of his accounts must add the cost of those losses onto the price of his product. What the consumer "saved" on the price of the pair of shoes sold without profit or at a loss he must pay for in the price of the next pair of shoes whose price has been upped to compensate for the producer's previous losses and higher costs. In the long run there are no "bargains." No one gets anything for nothing.

The *Herald-Tribune* article states

that the consumer's shoes contain better quality component parts—heels, counters, linings, uppers, etc. And at lower prices. In numerous instances such a statement can be challenged. But let us assume that in many instances better quality is being provided at lower prices. True, some materials' costs have declined, though in practically no instance has there been a slump in such costs. But wage costs have continued to rise, as have overhead, distribution and administrative costs. In short, despite a reduction of some materials costs, rises of other costs have compensated for the decline. There has been, in the past year, no appreciable change in overall costs.

How, then, has it been possible to achieve lower prices and provide better quality, as is claimed? By virtually eliminating profits—chiefly producers' profits. Many shoe buyers have been fanatically insistent on lower prices to match those being offered by competitors. Producers, pressured by this mounting mass insistence from buyers, have foolhardily submitted. This sin of submission is now doing penance through omission of profits.

When there is nothing left to squeeze out of the shoe manufacturer then the retailer will have to turn to himself for the blood-letting process. It is an inescapable cycle for which he himself is responsible. It works simply like this. Someone starts the lower-price cycle turning—lower prices not by justifiably lower costs that warrant lower prices but by shaving profits, his own or the producers'.

NOTICE

Anyone desiring reprints of **LEATHER and SHOES'** editorials may obtain them at the following nominal cost:

Up to 100.....	10c each
200-500	5c each
1,000 or over	2½c each

It is here that the Pied Piper's tune grows louder, hypnotizes and lures the guileless to follow. Competitors likewise cut prices to match them, or to go below. And here the whirling cycle becomes vicious. Tricks are played with the quality of the product. When the bag of tricks is played out, pressure is applied on the one remaining "flexibility" item—profits. And when this too is played out . . . ?

And so now we are again viewing the return to the shoe industry's traditional rat race. Well, says someone, maybe there's consolation to it all—maybe the consumer gets the break. Yes, the consumer gets the break. But it is in the form of a concealed and painful fracture, somewhere in the vicinity of the neck. No one in all history has yet found a way to sell a product for less than it costs. Yet perhaps no industry has tried with such consistent and fanatical fervor to try it as has the shoe industry.

It is our honest contention that very many shoe manufacturers, buyers and retailers do not know consumer psychology and consumer attitudes concerning footwear. Many retailers, for instance, are insisting that consumers are "demanding" low-priced shoes. Well, this presents a chicken-before-the-egg-or-vice-versa problem. Which came first: consumer demand for low-priced footwear, or retailers' price-cutting policies which gave justifiable belief to consumers that shoe prices were coming down substantially? It is our contention that a good portion of the consumer "demand" for low-priced shoes was falsely created by shoe retailers who unwarrantably created this belief.

Shoes are not like hats. In a hat you can make an attractive design out of any material and sell it for a corresponding price. Shoes are different in that every shoe, regardless of price, carries a serious responsibility to foot health. There is a certain irreducible minimum of quality below which the shoe, no matter the apparent "bargain" of its price, is worthless or harmful.

In short, many shoe men have made, and continue to make, the grave error of operating on the fallacy that price is virtually the whole problem in shoe merchandising. In shoes it is not, never will be. There is a basic standard of functional performance that must be met. And unless every consumer receives this in his footwear he is not being given a fair deal, even if the shoe is given away free. And the irony is that consumers recognize this more than many shoe men.

NEWS

Sole Leather Workers Mobilize For 4th Round Wage Increase

Union maps out national program as Klig threatens strike if necessary.

The International Fur & Leather Workers Union, CIO, bargaining agent for 90 percent of U. S. leather workers, will soon demand a fourth round of wage increases in the sole leather industry. LEATHER AND SHOES learned this week.

In a meeting held recently at the Lycoming Hotel in Williamsport, Pa., union delegates representing virtually the entire sole leather industry adopted a militant program aimed at forcing the nation's sole leather tanners to grant substantial wage hikes to union workers. Theme of the conference was: "Mobilize to Win the Fourth Round."

Negotiations are now in progress throughout the industry in which IFLWU claims to represent 90 percent of the workers. Despite the rapidly declining business reported this year by sole leather tanners as a result of growing competition by synthetics, the union feels that the industry can afford another increase.

Attending the union meeting were delegates from local unions covering tanneries from Massachusetts, Pennsylvania, New York, West Virginia, Virginia, North Carolina, Kentucky, Tennessee and Michigan. Among the larger sole leather tanneries represented were Howes Leather Co., Boston; A. C. Lawrence Leather Co., Peabody; Armour Leather Co., Chicago; and Keystone Tanning & Glue Co., New York City.

May Strike

In a keynote address delivered by George O. Pershing, director of district three, sole leather tanners were called upon to meet the union's demands in order to avert a possible strike. Pershing said the union has

never before called a strike in the sole leather industry and that its wage demands were "moderate and reasonable, and can well be met by our sole leather employers."

Myer Klig, International vice-president, reported that negotiations for a fourth round wage increase in the upper leather industry had been a complete success. As a result, upper leather workers now receive an hourly wage rate far above that of the sole leather workers, he said.

"The sole leather workers do not intend to be treated as step-children," Klig declared. "Sole leather workers are the only remaining large group of tannery workers in our union who have not received the fourth round of wage increases."

Speaking for the International, Klig added, "We hope sincerely that a strike in sole leather can be avoided. We will do everything in our power to avert such a strike. But if the employers force strike action upon our membership, our International union pledges full and unqualified support to win that strike."

Special panel meetings were devoted to specific problems facing the union in various tanneries. At later joint sessions, delegates unanimously agreed upon a six-point program calling for complete mobilization of the union in its wage drive. A policy committee was named to coordinate the activities of local unions in the national drive.

Navy Asks Bids On 50,079 Brown Oxfords

The Navy Purchasing Office, New York City, has issued Invitation No. 5342 calling for bids on 50,079 pairs of Low Brown Blucher Oxfords. Bids will be opened publicly in New York at 10:00 A.M. (DST) on Aug. 8.

Item 1 (A) calls for 26,079 pairs to be delivered to the Brooklyn Naval

Clothing Depot while Item 1 (B) lists the remaining 24,000 pairs for delivery to the Naval Supply Center at Oakland, Cal. Deliveries are scheduled at 50 percent of total quantity in Sept., 1949, and the remaining 50 percent during Oct., 1949. Specifications on both items call for sizes 5A through 14E with shoes to conform to Bureau of Supplies and Accounts Specification 55-S-43 (S and A), dated Jan. 10, 1949.

18 Gloversville Tanneries Close in Strike Against One

Production in 18 Fulton County, N. Y., tanneries ground to a complete halt this week as a strike in one entered its second week, another was threatened with a walkout, and the Tanners' Association declared that "a strike against one is a strike against all." The shutdowns were announced in half page advertisements published in local newspapers the preceding Saturday by the Association's 18 member firms.

The notice read: "We regret that due to present strike action taken by the union against several member companies, and because we have no contractual assurance that the same action will not be taken against others of us at any moment, we are unable to continue production on July 13, 1949."

The action resulted after some 100 employees of the Independent Leather Co., failed to return to their jobs on July 11 after their annual week's vacation. Previously, a strike notice had been posted at Geisler & Lehr, Inc., prior to the vacation period which would have ended on July 13.

Close to 1050 workers—members of Local 202, International Fur & Leather Workers Union, CIO—were affected by the closings which Clarence Carr, union president, termed a "lockout."

Negotiations Fail

The joint decision apparently was reached at a four-hour meeting of Association firms held on July 15. Previously, State Mediator William Hazell failed to get the two parties together for negotiations. Contract between union and Association expired June 30.

The union has demanded an increase of 25-cents per hour, some further wage increases in certain jobs, six instead of two paid holidays, and extended group insurance benefits. Carr said that a recent survey made by the union showed average wages to be \$1.52 per hour, but that this had probably fallen since then.

The Association declared that conditions were at their worst in 30 years for the industry and that both workers and employers "must now start from here to rebuild a sick business."

Answering Association claims, Carr said that Local 202 is the only union in the industry not yet granted a third-round wage increase. "As a matter of fact," he added, "35 to 40 percent have been granted a fourth-round increase."

Other firms affected by the stoppage are: Alma Leather Co., Inc.; J. C. Bleyl Co.; F. Rulison & Sons, Inc.; Fear and White, Gloversville Leather Manufacturing Corp.; Karg Brothers, Inc.; Liberty Dressing Co., Inc.; Martin-Deichsel Leather Co., Inc.; The Napaton Co., Inc.; Peerless Tanning Co., Inc.; Reisdorph Tanning Corp.; Reliable Tanners, Inc.; J. G. and T. Robinson, Inc.; Teetz-McKay Leather Co.; Twin City Leather Co., Inc.; and Wood & Hyde Co.

Finders Condemn Price Discriminations

All price discriminations by leather and shoe finders such as refunds, credits or free goods were cited as unfair trade practices at a Federal Trade Commission hearing held last week at the Hotel New Yorker, N. Y. The fair trade practices hearing, supervised by FTC commissioner Garland S. Ferguson, was held during the 44th Annual Convention of the National Leather and Shoe Finders Assn., now known as the Shoe Service Institute of America.

Members of the Association also proposed that paying or accepting commissions for any act other than rendering of services in connection with the sale or purchase of merchandise be considered an unfair trade practice. Another point raised in this proposal was that advertising and promotional allowance be placed in this category.

L&S Editorial Gets Record Reprint Order

Reprint orders for the editorial entitled, "Higher Shoe Consumption Is Not The Answer," published in the July 2 issue of LEATHER AND SHOES last week reached what is believed to be a record high for any publication within the industry when the J. W. Carter Co., Nashville, Tenn., manufacturers of men's welts, ordered 10,000 copies. The order was placed through a long-distance telephone call from Nashville by J. W. Carter in person.

17 Firms Bid On QM Sole Strips, Welting

A total of 17 manufacturers submitted bids to the New York Quartermaster Purchasing Office last week on QM-30-230-49-1425 covering 60,000 lbs. of leather sole strips under Item 1 and 10,000 ft. of leather welting under Item 2. Delivery to the Philadelphia Quartermaster Depot is scheduled at 15,000 lbs. sole strips monthly, Oct. 1949 through Jan. 1950 and total quantity of welting to be delivered by Nov. 30, 1949.

Lowest bidder on the sole strips was Howes Leather Co., Inc., of Boston, Mass., which bid 73c per lb. for the total 60,000 lbs., or 71c (1½ 30 days), 73c and 75c on bids of 20,000 lbs. apiece. Morris Feldstein & Son, Inc., of New York City bid 74½c to 82½c (1½ 20 days and 1½ 30 days) on the total directive quantity while Cover & Co., Inc., of Philadelphia submitted six bids of 10,000 lbs. apiece ranging from \$7.395 to \$7.875.

Bidders, quantities and prices on both items are listed as follows:

William Johnson, Lynn, Mass., 60,000 lbs. (Item 1) at \$7.785 (1½ 30 days).
McAdoo & Allen Welting Co., Quakertown, Pa., 10,000 ft. (Item 2) at \$0.8124 Net.
Walter L. Johnson Co., Inc., Endicott, N. Y., 10,000 ft. (Item 2) at \$0.8275 (2½ 30 days).
The U. S. Leather Co., 27 Spruce St., NYC, 30,000 ft. (Item 1) at \$7.795 (1½ 30 days).
Morris Feldstein & Son, Inc., 85 Gold St.,

NYC, 60,000 lbs. (Item 1) at \$7.745 to \$8.25 (1½ 20 days and 1½ 30 days; 10,000 ft. (Item 2) at \$0.835.

Western Leather Co., 904 E. Pearson St., Milwaukee, Wisc., 10,000 ft. (Item 2) at \$0.828 (2½ 30 days).

Berman Leather Co., 164 Essex St., Boston, Mass., 15,000 lbs. (Item 1) at \$7.785 (1½ 15 days; net 20 days).

Graton & Knight Co., 356 Franklin St., Worcester, Mass., 10,000 ft. (Item 2) at \$0.8271 (1½ 20 days).

Atlantic Heel Co., Inc., 69 Crescent Ave., Chelsea 50, Mass., 20,000 lbs. (Item 1) at \$8.15 (1½ 30 days).

Cover & Co., Inc., SW corner 3rd & Vine Sts., Phila., Pa., 10,000 lbs. (1) at \$7.795 (1½ 20 days); 10,000 lbs. (1) at \$7.745 (1½ 20 days); 10,000 lbs. (1) at \$7.795 (1½ 30 days); 10,000 lbs. (1) at \$7.795 (1½ 20 days); 10,000 lbs. (1) at \$7.795 (1½ 20 days); 10,000 lbs. (1) at \$7.795 (1½ 20 days).

Fred H. Lowenstein, Inc., PO Box 1007, NYC, 8, 10,000 ft. (2) at \$0.834 (Net 30 days).

Armour Leather Co., Div. Armour & Co., 173-175 No. Franklin St., Chicago, Ill., 60,000 lbs. (1) at \$9.00 Net.

Howes Leather Co., Inc., 321 Summer St., Boston, Mass., 20,000 lbs. (1) at \$7.71 (1½ 30 days); 20,000 lbs. (1) at \$7.71 (1½ 30 days); \$7.75 OR 60,000 lbs. (1) at \$7.75.

Military Leather Co., 2116 Fillmore Ave., Buffalo, N. Y., 5,000 lbs. (1) at \$8.85 Net.

K. Handtling & Son, 3306 W. Roosevelt Rd., Chicago, Ill., 20,000 lbs. (1) at \$7.75 (1½ 20 days); 20,000 lbs. (1) at \$8.00 (1½ 30 days); 20,000 lbs. (1) at \$8.50.

Lens & McVitty, Inc., 307 Vine St., Phila., Pa., 30,000 lbs. (1) at \$8.575 Net.

Eberle Tanning Co., Westfield, Pa., 60,000 lbs. (1) at \$8.85 (1½ 30 days).

E-J Low Bidder On Women's Oxfords

Endicott-Johnson Corp., was the low bidder on QM Invitation 1432, bidding \$3,905 for the total quantity of 9,996 pairs of women's low quarter shoes for the U. S. Army.

Other bidders, who all bid on the

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Mechan- ical	Harness Sad- dlery	Bag Case, Strap	Uphol- stery	All Others**
1939	22905	7833	12124	531	477	387	510	233
1940	21970	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	16598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13092	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949								
Jan.	2073	539	1231	74	22	55	41	111
Feb.	2124	589	1234	78	20	56	35	112
Mar.	2163	616	1229	69	23	63	37	126
April	1891	568	1049	70	21	57	37	89
May	1942	573	1095	70	19	59	44	82

**Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leathers Glove, Gar- ment	Shoe	Shear- ings	All Others
1939	14027	40419	38914	18420	11604	2563	6327
1940	13877	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22342	14166	6779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	16474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949							
Jan.	943	3013	2564	731	1029	288	516
Feb.	886	2982	2537	654	1092	312	479
Mar.	947	3457	2463	713	963	296	491
April	766	2859	2154	672	748	270	464
May	797	2764	2214	731	696	307	480

total quantity are as follows: Craddock-Terry Shoe Corp., \$4.20; Spalsbury-Steis Shoe Co., \$4.868; International Shoe Co., \$4.69; and Curtis-Stephens-Embry Co., \$4.96.

Nine Shoe Firms Bid on Oxford Order

Nine firms submitted bids on QM Invitation No. 1437, which were opened this week by the New York Quartermaster Purchasing Office. The order calls for 356,000 pairs of shoes, low-quarter tan.

Bidders and their bids were as follows:

Craddock-Terry Shoe Corp., 50,000 pairs at \$3.66 and 70,000 pairs at \$3.71. Hubbard Shoe Co., Inc., 90,000 at \$3.95. Endicott-Johnson Corp., bid on the entire quantity of 356,000 pairs at \$3.725.

Brown Shoe Co., bid on 200,000 pairs at \$3.805. John Foote Shoe Co., 60,000 at \$4.23. J. F. McElwain Co., 356,000 at \$3.79. Doyle Shoe Co., 52,000 at \$3.77. Belleville Shoe Mfg. Co., 60,000 at \$4.02.

E. J. Givren Shoe Co., bid \$3.80 for 60,000 and \$3.86 for an additional 60,000 or \$3.83 for a total amount of 120,000 pairs.

Shoe Output Off 7% in May

Footwear production during May totaled 35 million pairs, a drop of seven percent from April output and three percent above the 33,974,000 pairs produced in May 1948. The Bureau of the Census, Dept. of Commerce, reports. Total production figures of last May were exceeded despite declines in all categories except women's footwear which showed a rise of 13 percent over a year ago.

The seasonal decline from April 1949 levels was reflected in all types

of footwear except youths' and boys' shoes, slippers for housewear, and athletic shoes. Women's footwear production of 16 million pairs was eight percent under April figures while men's shoes fell off 548,000 pairs from the 7,828,000 pairs turned out in April.

During the month of May, 34 million pairs of shoes valued at \$116 million were shipped at an average price per pair shipped of \$3.39 as compared with \$3.55 in April and \$3.59 in May 1948. Comparative figures are shown in table.

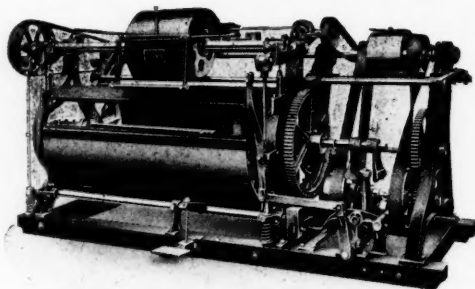
Kind of footwear	Production (thousands of pairs)			Percent of change May 1949 compared with	
	May 1949 (preliminary)	April 1949 (revised)	May 1948	April 1949	May 1948
SHOES AND SLIPPERS, TOTAL	34,958	37,626	33,974	-7.1	+2.9
Shoes, sandals, and playshoes	31,317	34,262	30,858	-8.6	+1.5
Men's	7,242	7,790	7,828	-7.0	-7.5
Youths' and boys'	1,216	1,209	1,252	+9.6	-2.9
Women's	16,087	17,537	14,244	+8.3	+12.9
Misses'	2,045	2,317	2,221	-11.7	-7.9
Children's	1,909	2,180	2,311	-12.4	-17.4
Infants'	1,803	2,087	1,887	-13.6	-4.5
Babies'	1,015	1,142	1,115	-11.1	-9.0
Slippers for housewear	3,203	2,931	2,688	+9.3	+19.2
Athletic shoes	227	216	262	+5.1	-13.4
Other footwear	211	217	166	-2.8	+27.1

Minus sign (-) denotes decrease.

TC Hits Argentine, West German Trade Pact

The Tanners Council has strongly attacked the new bilateral trade agreement between Argentina and Western Germany giving the latter Argentine

hides in exchange for certain German goods. In an open letter to senators and congressmen of tannery and shoe manufacturing states, the Council charges that such trade agreements "whittle away the free supply of hides



ESTA MAQUINA DE ESTIRAR, DE TAMBOR,
CON SU CILINDRO MOVIBLE, RESULTA MUY
EFICAZ PARA VAQUETAS GRUESAS,
CUELLOS, ETC.

THE TURNER TANNING MACHINERY CO.

PEABODY, MASS., E. U. DE A.

Swivel
by *Paradise*

is best in White

VELKA

(SIDE LEATHER)

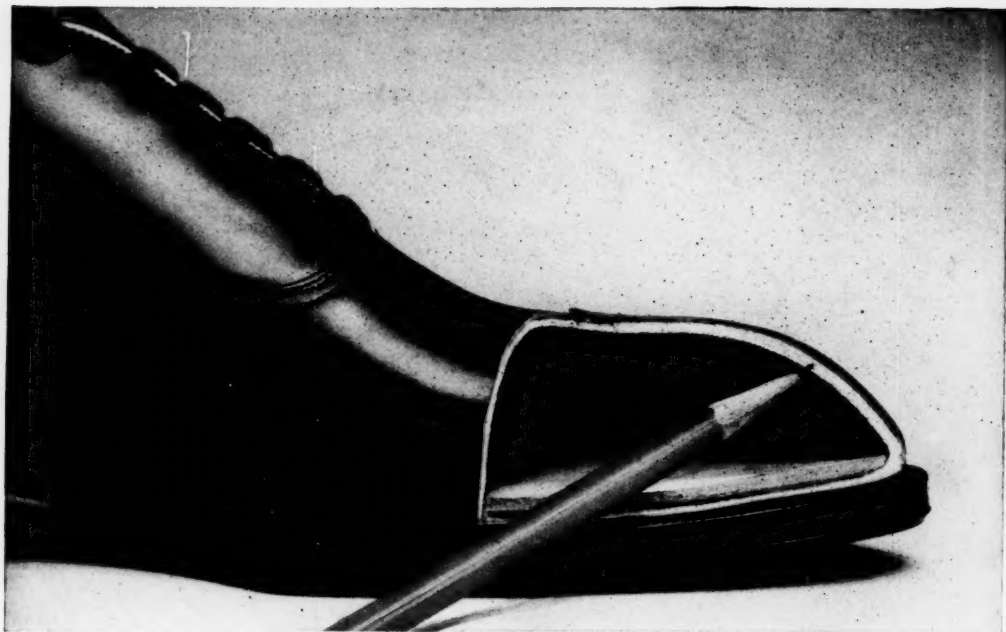
Brauer Bros.' Paradise Casual is aptly named. Its leather is aptly chosen, too—smooth, comfortable White Colonial Velka. Leading manufacturers of popular casuals choose Colonial Velka for its suppleness, durability and trim appearance. Easy-to-work Velka is a hit from cut to finish, so send for your samples today.

by
Colonial



*Brauer Bros. carry this shoe in stock
and will make quick delivery.*

COLONIAL TANNING COMPANY, Inc., Boston 11, Massachusetts



Wrinkle-Free Toe Linings

AND NO QUESTION ABOUT IT!

BUILD COMFORT AND SALES WITH *CELASTIC!

For over twenty years Celastic box toes have brought positive toe comfort to men, women and children. The assurance that toe linings are permanently secure . . . in one style or one hundred . . . in one shoe or one million, is the Celastic contribution to toe comfort. Good will and consumer satisfaction accumulated by year after year of Celastic performance prove that it's good business to provide your customers with the best.



*"CELASTIC" is a registered trade-mark of the Celastic Corporation

and skins in foreign countries and deprive the U. S. of equitable access to historic sources of raw material supply abroad."

The Council urged congressmen to help "in preventing the destruction of free markets and in aiding the tanning industry to secure the raw material we need for continuous production of footwear and other leather goods at prices which will not work a hardship upon consumers."

"Although the tanning industry has reason to be extremely apprehensive of the consequences of the recently concluded Anglo-Argentine bilateral trade agreement, we had no effective avenues of protest open to us," the Council stated. "It is our opinion, however, that a bilateral trade agreement between Germany and Argentina is clearly within the province of approval of our authorities in Washington and Germany."

"With the U. S. paying a major part of the bill for German economic rehabilitation, it would seem paradoxical that trade procedures be permitted which are completely inconsistent with sound principle. Free operation of supply and demand and free access to raw material markets must be the cardinal principles upon which a sound world economic structure rests."

"It may be that the U. S. cannot prevent abuse of these principles by other nations, but it would be a striking example of short-sighted policy if we tolerate and actually give support and financial backing to such abuses in the developing trade policies of Western Germany."

Argentine sources report the government there is not considering lower hide prices or a new exchange rate as a bid for American business. The new trade agreements with Britain and Western Germany are expected to account for several million Argentine hides annually. In this way, the Peron administration expects to sell the majority of its hides at prices considerably higher than competitive world market prices.

French Calfskins to Have Little Effect on U.S.

Arrival in the U. S. of the first raw calfskins purchased from France since before the war will have a negligible effect on markets here, the National Shoe Manufacturers Assn. states. The first shipment, containing part of 350 tons or approximately 70,000 skins purchased to date, is due to arrive in the U. S. on July 28.

The French quota on calfskins exported to this country was recently raised from 600 to 700 tons or ap-

proximately 140,000 skins for 1949. About half of this has already been purchased, all believed to be suitable for making men's weight leather.

"Whether or not American buyers will be willing to pay high enough prices at subsequent auctions where these skins are sold to fill the remainder of the quota remains to be seen," the Association said. Also no one knows whether or not an additional quota will be set up when the existing one has been filled or whether it will stand for the balance of the calendar year.

"In the latter event, the effects on our markets would be negligible, ex-

cept for the very important psychological effect of the uncertainty. This, indeed, may be contributing already to the easing of the calfskin market here."

International Reopens Newport Shoe Plant

The International Shoe Co. plant in Newport, N. H., will be reopened on July 25 after a shutdown of eight weeks, according to Edward F. Barrett, superintendent. Barrett said that the factory will launch an expanded production program insuring permanent employment for nearly 400 workers.



Try REM BOARD—the new, longer lasting cutting block!

LONG LIFE—For keen, clean cuts—and for increased production—and for holding planing and dressing expense to a bare minimum, you just can't beat the new REM Board. This improved block is made from a newly developed plastic compound which absorbs impact, provides a tough, resilient surface ideal for hand mallet and clicker cutting.

ONE INCH THICK—(a 1/4" increase over our previous board) REM Board gives you 50% more cutting surface. And—REM's superior elasticity gives you another 50% dividend in additional life. Attach REM to its base with our

SW-725 plastic cement. This combination assures top service!

ECONOMICAL—Here are prices on standard size boards:

18" x 36"	\$25.00
16" x 36"	22.50
20" x 40"	31.00
14" x 48"	28.00
20" x 20"	16.00

F.O.B. Akron

*Prices slightly higher on west coast.

30 DAY TRIAL—See for yourself how the REM Board stands up. Try it in your own plant on a one month trial. Returnable at any time if unsatisfactory. Mail the coupon.

THE REMINGTON PRODUCTS COMPANY

Akron, Ohio



SPONGE RUBBER PADS

Skived to meet your requirements. Send samples for quotations.

RP-649-44

Remington Products Co.
1509 Copley Rd., Akron, Ohio
GENTLEMEN:
Please ship us one REM BOARD, on 30 day trial. Size _____
Name _____
Title _____
Firm _____
Address _____
City _____ State _____

Cutting on a new line of misses', children's and infants' slip-lasted shoes will be started immediately, Barrett said. The company is now re-vamping its factory for an estimated production of 5000 pairs daily. In line with company policy, former employees who were laid off when women's cemented shoe production was stopped in Mar. and slip-lasted in May will be given preference in rehiring.

Since slip-lasted production was stopped in May, only 75 employees have been employed at the Newport plant. Two groups have been engaged in cutting for the Massabesic plant in Manchester.

Selby Workers Choose USWA 2-1

Production workers of the Selby Shoe Co., Portsmouth, Ohio, and Ashland, Ky., plants, this week chose the United Shoe Workers of America, CIO, as their bargaining agent in a NLRB election. In a better than two-to-one vote, 1,568 workers voted for the CIO union, with 620 employees voting for the Boot & Shoe Workers Union, AFL.

Selby officials recently broke off negotiations with the CIO after the AFL union entered the field, but some believe the concern may now resume negotiations. Selby recently threatened to leave Portsmouth, to seek a new location for their shoe plant.

Shoe Output Up 6.7% Says Council Estimate

An increase in June shoe production of 6.7 percent has been estimated by the Tanners' Council, who place U.S. shoe production for the month at 41 million pairs. Total for the first six months of 1949 is estimated at 232,370,000 pairs, only 2.2 percent below the same period a year ago, when the figure was 237,676,000 pairs. The figure for 1949 is 1.1 percent above 1947.

The relatively high output is attributed to the heavy production of women's play shoes and other types including slippers. Men's production is off 3 percent, boys' and youths' 2.7 percent, with misses and children's off 3.4 percent, and infants and babies footwear off 4.3 percent. Women's production showed a 1.5 percent increase due to the large play shoe gain.

July estimated total production of 35,400,000 pairs is 10.3 percent higher than July 1948.

Coming EVENTS

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Aug. 8-12, 1949—National Luggage and Leather Goods Show, sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for Spring and Summer, 1950, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe tel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southern Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

LABOR NEWS

Signing of a one-year contract by representatives of Craddock-Terry Shoe Corp., Lynchburg, Va., and United Shoe Workers of America, CIO, has ended a seven-year dispute between company and union. The contract affects 2300 workers in Lynchburg plants of the company and, according to union officials, opens the way for collective bargaining in plants at Victoria, Farmville, Chase City and Halifax, Va.

The new contract outlaws strikes, lockouts, slowdowns or work stoppages pending "determination of any complaint" and sets a 65-cent minimum piece work or hourly wage. Union officials said a long-pending case before the National Labor Relations Board against the company would be withdrawn.

A bargaining agent election held recently by the NLRB in B-W Footwear Co., Inc., Webster, Mass., was won by the United Shoe Workers of America, CIO. Angelo Georgian, Haverhill, territorial representative of the union reports that he is now conducting a campaign to organize other non-union shops in Worcester, Lowell, Lawrence and Boston. Other NLRB elections will be held soon.

Irving Potash has been elected manager of the Furriers Joint Council, International Fur & Leather Workers Union, CIO, for his sixth consecutive two-year term. Potash is presently on trial in New York Federal Court on charges of conspiracy.

In an address before union members at New York's Hotel Statler, Potash attacked Philip Murray, president of the CIO, and other CIO executives as "labor splitters" and said he was more convinced than ever that his program and that of Ben Gold, IFLWU president and avowed-Communist, was right and that of the national CIO leadership was wrong. He also urged fur workers to end the "witch-hunting and trials that bring us nearer and nearer to Fascism."

United Shoe Workers of America, CIO, is presently negotiating a new contract with the Pearl Preview Shoe Co. of Philadelphia. Both parties are hoping to reach an agreement before the present contract expires on Aug. 11. Points under discussion are hourly wage increases and general working conditions.

Candidates to oppose the three present general officers of the Brotherhood of Shoe and Allied Craftsmen, Brockton independent union, at the union's bi-annual election to be held in Aug. have been selected by the union's control board.

Earle Snow will oppose president Alphonse W. Samson, Charles Fontaine will run against vice president and organizer John F. Burke, and Raymond Lynch will oppose secretary-treasurer Harold C. Sears.

Methocel:

the Indispensable Film Former



Do you need a better film former? Try the new Methocel, *powdered*. Among the many advantages of Methocel, its function as a superior film former makes it indispensable to the leather industry.

Methocel is an outstanding pasting material. It is clean and uniform, its solutions require a minimum of preservative, and can be stored dry indefinitely without change.

In leather finishing, Methocel can be used to reduce the tack of dressings and finishing compounds. Its use in liquid and paste shoe polishes is long established and well known.

You are undoubtedly familiar with the fibrous form, now try the new Methocel, *powdered*. Send in the coupon for your *free* experimental sample plus information on its many profitable applications in the leather industry.

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

**THE
new**

Methocel

DID YOU GET YOUR SAMPLE?



The Dow Chemical Company
Dept. Me-195B
Midland, Michigan

Please send free sample of METHOCEL, for use in _____
Check viscosity desired: 15, 25, 100, 400, 1500, 4000 cps.

Name and Title _____

Firm _____

Address _____



**CHEMICALS INDISPENSABLE
TO INDUSTRY AND AGRICULTURE**

The Rueping Tannery --- Stripped, Streamlined and Superb

This 95-year-old tannery took stock of itself, drew up plans, then swung into action. The result: one of the world's most modern tanneries. The payoff: lower costs, faster output, better products, happier employees.

THE Fred Rueping Leather Co. of Fond du Lac, Wis., is in the process of being converted into one of the world's most modern and efficient tanneries. This stupendous engineering project, from its inception as an idea about four years ago to the present crystallization of the plan, has been achieved without a single major interruption in day-to-day operations. This in itself is regarded as an industrial miracle.

The once five-story tannery has been reduced to two floors; space requirements have been cut from 400,000 to 300,000 square feet; drastic revision in layout, equipment, machinery and flow of materials have been accomplished. The end result is a plant that is perhaps the acme of cleanliness, efficiency, economy, productivity and working environment in the entire tanning industry.

6 Men and an Idea

Back in 1943 the Fred Rueping Leather Co. acquired a new president, Clayton F. Van Pelt, former circuit judge. This "outsider" came

into the company and industry with a wholly fresh and objective viewpoint that has since proved an inspiring and invaluable asset to the



C. F. VAN PELT

... president of the Fred Rueping Leather Co.

company and the industry. After viewing tanning operations and plant function for about a year, he said, "It can be done better."

He thereupon called a meeting of the key men of the company, told them of his idea to modernize and streamline the plant, asked for suggestions. The result was a Planning Committee, its chairman Carlton Marggraf, chief inspector.

Five men—Marggraf; Richard Georg, standards manager; Alex Abig, assistant tanner; Paul Kroes, production manager; and Ervin Feudner, foreman of the blue sort, set-out, and splitting departments—met at intervals over a period of several months to discuss tannery modernization. As the plan crystallized, blueprints were drawn—and then an ingenious and precise scale model of the plant (which could be disassembled to show the layout of each floor) was built of wood—in the basement of the Kroes' home.

One Sunday these five men walked into Van Pelt's office, practically



F. E. RUEPING

... vice president and plant manager.



F. J. RUEPING

... chairman of the Board of Directors of Rueping.



W. H. RUEPING

... vice president and superintendent of processes.

swept his desk clear of every object, and laid the entire wood-crafted model plant on his desk. Van Pelt was flabbergasted at this masterpiece of patient, expert detail before him.

A meeting of all key men was called. With the completed scale model as a concrete springboard, the planning went into full swing. Subcommittees comprising every department in the tannery were formed for further study and suggestions. Nor were the company's 600 employees excluded; they too were called upon to make suggestions.

After three years of meticulous study, and after two completed plans were tried and revised on the basis of actual testing, the final plan was developed through the close cooperation of the architect, plant manager—F. E. Rueping, and the planning committee. Then the job of modernizing this 95-year-old tannery began in earnest.

Efficiency Supreme

The Fred Rueping Leather Co. produced about 25,500,000 feet of dress upper side leather last year, around eight percent of the nation's total, and enough for around 12,000,000 pairs of shoes; net sales amounted to \$14,700,000, and net income to \$1,301,500. It is one of the five largest side upper leather tanneries in the country, perhaps in the world.

This huge production was formerly distributed over a sprawling five-story tannery whose very layout necessitated a relative hodge-podge of operations. The objective, then, was to condense this maze to a layout promising maximum efficiency, elimination of waste space and operations, to organize and reduce the flow of materials and processing to their simplest terms. And to achieve this stupendous changeover without any interruption of production. It was an enormous challenge. It was successfully met in a manner that today stands as a model of labor-management cooperation and executive direction.

Every departmental function of the plant was carefully analyzed with the objective of reducing the time, space, energy and cost of each operation, while at the same time improving the quality of the output.

Power was formerly generated in the company's own generating plant. Now it is furnished by a Fond du Lac power and light company. This purchased service saved space, maintenance costs. The entire lighting

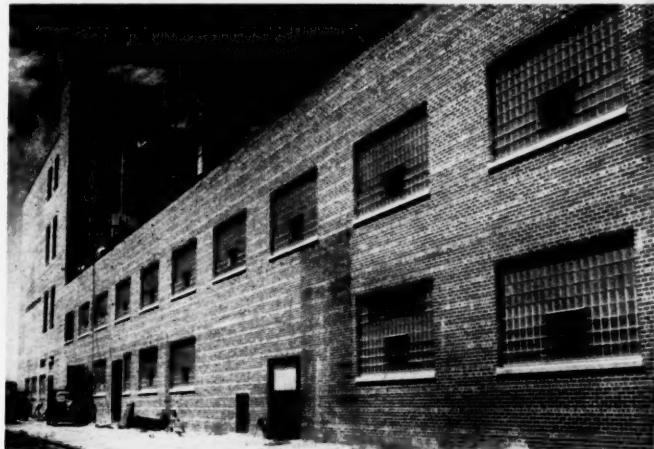
(Continued on page 18)



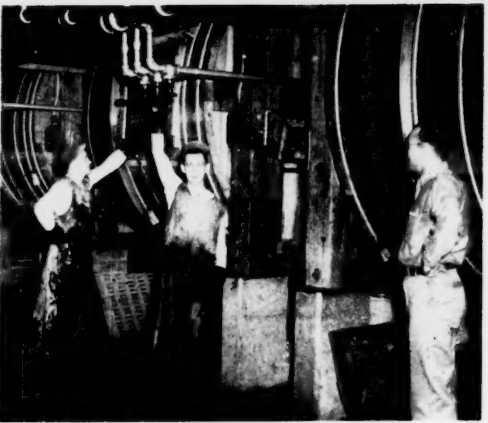
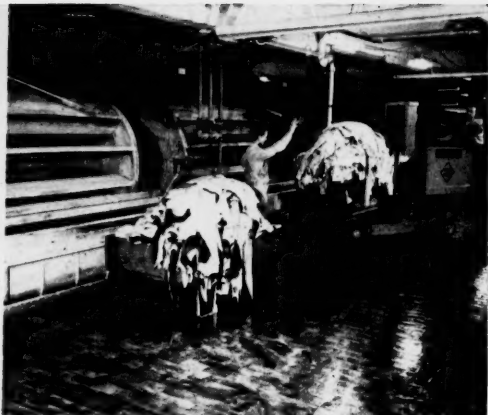
Management, key men, plant executives, employees planned the streamlining and modernization of the Rueping plant. Hundreds of ideas were studied, sifted, decided upon.



To achieve greatest efficiency in processing and movement of raw materials to finished leather, wooden models of equipment were carved and switched around for best plant layout. Wm. Detweiler, Paul Kroes, and Carlton Marggraf are studying the scale model of the streamlined plant.



The four-story section of this new building is an enlargement of ideas and dreams in the way of handling heavy chemicals. Material storage tanks are located on the top floor. Tanning liquors are prepared and fed to the lower floors. The building houses 10 huge tanks ranging in capacity from 9,000 to 15,000 gallons, and a modern livator system to reduce rock salt to a brine solution. All chemicals are gravity fed to the tanning drums below. The floors withstand 750 lbs. per square foot live load.



Top Row:-Left BEFORE: Soaking hides in lime vats by the old method,—a sloppy and back-breaking job; Right AFTER: The new method of hide soaking with paddle-wheel type vats. Lift and transport trucks handle batches of hides on skids replacing manual drudgery. Beamhouse is cleaner, brighter and has more space in which to move around.

Second Row:-Left BEFORE: Old wash drums, hand loaded, slow, hard work. Hides are heavy when wet. Right AFTER: New wash drums being loaded from a platform at the top. Batches of heavy hides are hoist hooked and tipped to unload.

Third Row:-Left BEFORE: The old type tan drums were slow, less efficient and required tough manual labor. Right AFTER: The new V-belt tanning drums are faster, produce better results.

SHORTEN TANNING TIME ...INCREASE PRODUCTION!

1.

ADE-II-TAN increases production
... without increased equipment.

2.

ADE-II-TAN cuts tanning time
... 25% to 50%.

3.

ADE-II-TAN produces a smooth grain
leather of even quality and color.

POSITIVE PROOF! ... Test a sample
SEE FOR YOURSELF!

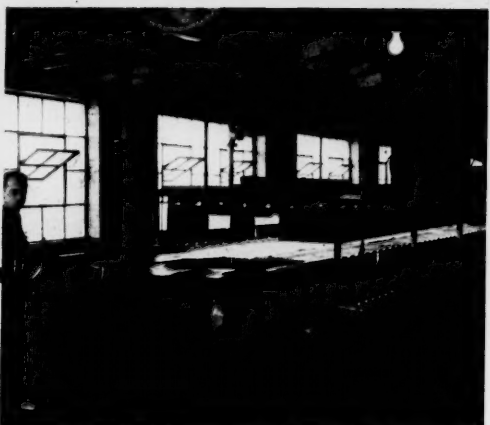
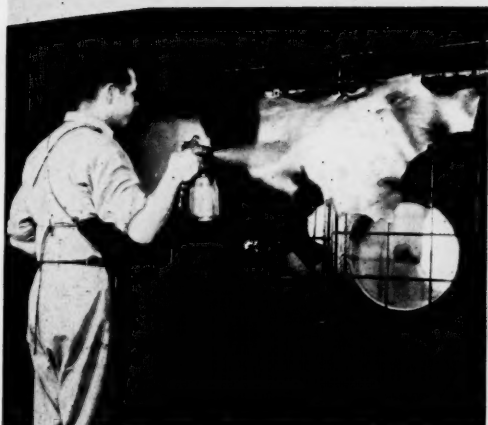


THE TANNABE COMPANY

MANUFACTURERS OF

Tanning Materials

2136 DOMINICK STREET • CHICAGO, ILLINOIS • U. S. A.



Top Row: Left BEFORE: The old type pasting board had to be carried to the dry loft after pasting on the sides. Right AFTER: The new way of pasting sides on glass suspended from monorails and carried automatically through the drier.

Bottom Row: Left BEFORE: The former method of spraying on finishes was slow, unhealthy and resulted in an uneven finish. Right AFTER: The new type of automatic spraying machine. Sides pass under spray guns that move rapidly from left to right, then under infra-red lamps and come out dried at other end.

equipment of the plant has been modernized, from incandescent to fluorescent lighting. Power also helps furnish the enormous water supply required by Rueping, a supply equivalent to that used by the entire city of Fond du Lac.

The production line begins at one end of the plant where a train shed capable of housing six freight cars is the source of all incoming raw materials. These materials are unloaded and mechanically conveyed to their appropriate storage places.

For example, all tanning materials are carried from the delivery room to storage tanks via pressured pipe lines. A glucose tank holds 12,000 gallons. When the glucose is unloaded from heated tank cars it is forced by steam through a coil in a six-inch unloading pipe and sent to the storage tank, thus keeping the

glucose hot and liquid until it can be blended with the tanning liquors. A sulfuric acid tank holds 9,000 gallons, a tank for bichromates holds 9,000 gallons.

Modern engineering techniques are utilized everywhere. The law of gravity, for instance, is put to work. Tanning materials in storage tanks on the upper floors are conveyed via simple gravity to lower-level mixing tanks of 2,000 gallons each. When the tanning liquors are mixed they are again conveyed by cost-nothing gravity to the tanning drums at still lower levels. There are 17 individually driven tanning drums, and 10 drums with one motor for two drums. Thus the flow of materials is simple, efficient and highly economical.

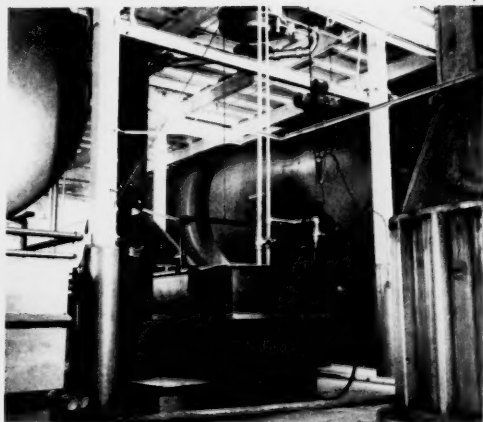
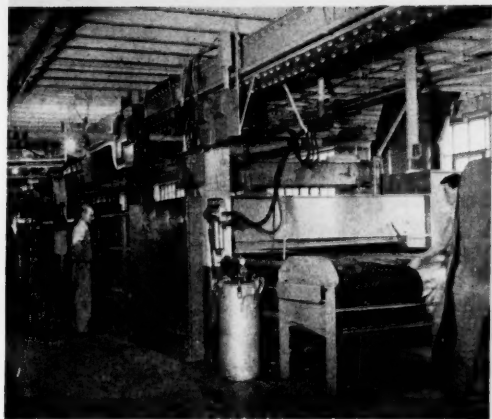
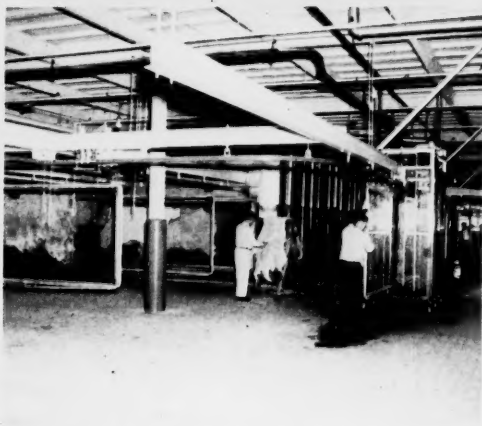
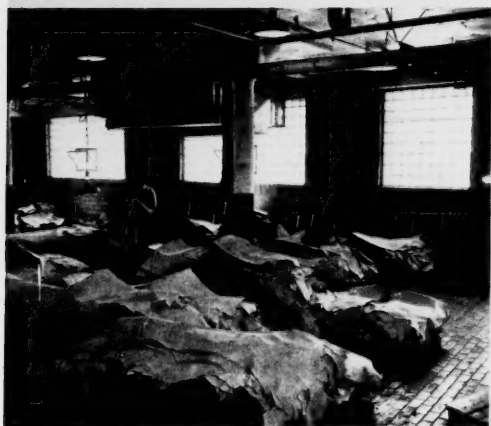
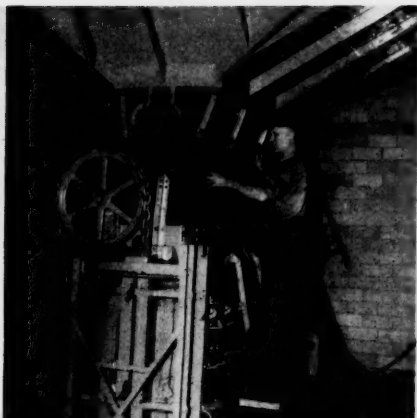
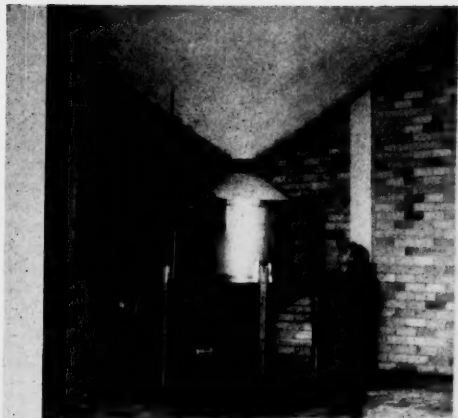
A salt bin holding 15 tons of rock salt, is fed by a conveyor directly from the incoming box cars.

The bin is of steel and concrete construction. The salt drops from the bin into a lixator. The salt brine tank holds 13,500 gallons. In the basement are three 20,000 gallon concrete cold water storage tanks.

Goodbye Backaches

Practically all manual labor formerly required for loading and transport of materials within the plant has been eliminated. The plant uses lift and transport trucks wherever feasible. There are about 30 such utility vehicles now in use here. Moreover, the new layout of the plant provides ample aisle room for such traffic. Work is greatly speeded and costs reduced by this method. For example, whereas before it required two men working full time to convey wet hides to the lime pits, it

(Continued on page 21)



Top: Left is the salt fixator which is fed rock salt from a 15-ton capacity bin above and reduces the salt to a brine solution. Right is a hair baler; approximately 100,000 lbs. of hair are washed, dried and baled each month.

Center: Left is a view of the blue sort department. Right is a past-

ing unit, showing side leather emerging from the drying tunnel and the plate washer.

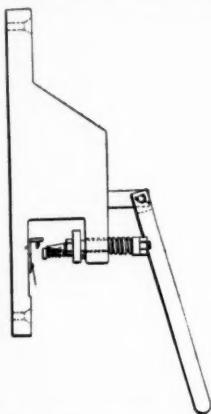
Bottom: Left is the new automatic spraying unit. Right is a view of the storage tanks located on the fourth floor of the tank house building.

New Developments

New Technique in Punching Leather

The hand or foot-operated machine illustrated has been designed with especial consideration for the successful punching of leather.

Leather has one outstanding quality: porousness. But this same quality creates a problem in punching leather exactly. For example, to place a piece of leather on a block and then to drive an ordinary punch



through, means trouble; either the punch will stick when attempts are made to withdraw it, or the leather will bounce out of position upon receiving the blow, and there will be general inexactness in the whole procedure.

One of the reasons why this new punching machine is successful in penetrating leather easily and exactly, with no sticking in withdrawing the punch, lies in a few unique and fool-proof principles.

A piece of leather is placed over the adjustable gauge shown, in the back of which is disclosed a kind of stop pin and guide, a guide for the correct spotting of the leather and a stop or guide pin for the punch also shown clearly just above this pin in retracted position.

The next stage is to pull down

on the hand lever which first sends down onto the leather a kind of auxiliary clamp, thus holding the leather firmly. The continued pressure on this lever, in a matter of seconds, causes the punch to enter the work and through to the clearance slot in the bottom of the plate.

After the hole has been made, the release of this lever causes the punch to rise first while the pressure plate is still holding the work in position, and remains so till the punch has completely emerged itself from the drag of the sides of the hole in the leather. Then the pressure plate also rises, leaving the operator in position to place the leather for the next hole.

In summation, this machine offers a new method of leverage, accurate gauging and placing of the leather, no creeping during the punch operation, and clean cutting or perforating.

(Source: Pat. No. 2,449,108; George P. Clark, Jersey City, N.J.)

Acryleather

During the war several wax and oil treatments of leather were used for wear-resistant and water resistant purposes. Then came an improved process, the impregnation of leather with polymers. The use of these synthetic resins promise to substantially increase the wearing value of sole leather, and also reduce the amount of tanning materials now required to produce high-quality leather by reducing water absorption.

Three laboratory procedures were developed for treating leather with resins: (1) immersing leather specimens in monomer and then polymerizing within the leather structure; (2) soaking the leather in polymer solutions, which may or may not be elasticizers; (3) immersion in a partly polymerized liquid resin which is further polymerized in the leather itself.

Abrasion tests of these treated leathers on an abrasion machine showed improved wearability of these leathers up to 75 percent for

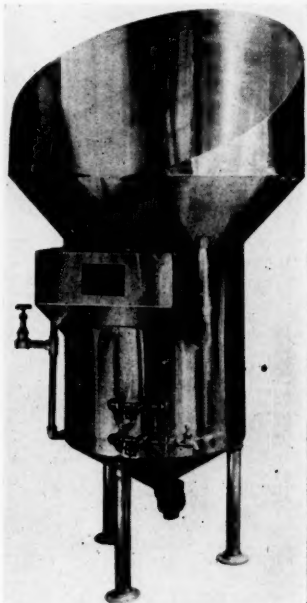
vegetable-tanned crust leather impregnated with *n*-butyl methacrylate monomer, followed by polymerization *in situ*. The abrasive resistance of untreated crust leather was about the same as that of sole leather.

It was found that treatment of vegetable-tanned crust leather with solutions of natural rubber brought a 50-percent improvement in abrasion resistance, while treatment with Thiokol LP-2 brought a 30-percent improvement. A 10 to 33 percent reduction in water absorption was also achieved, depending upon the type of leather and treatment.

Source: U. S. National Bureau of Standards.

Stainless Steel Lixator

A new model Lixate Rock Salt Dissolver features several improvements. It is made of stainless steel of lifetime durability. It rests on two-inch pipe legs so that the unit will be



as low as possible to permit easier filling. Height, however, can be adjusted. Two nozzles for flushing water are located within the unit to simplify interior cleaning of the dissolving tank. These changes in basic design are claimed to facilitate the process of producing brine from rock salt, and reduce the cost of salt handling and brine production.

Source: International Salt Co., Inc., Scranton Life Bldg., Scranton 3, Pa.

Rueping . . .

(Continued from page 18)

now takes one man utilizing only half his time to do the same job via the trucks.

Inter-plant vertical transportation has been reduced to only a single hydraulic elevator by virtue of utilizing lift trucks over a ramp system, and the use of gravity through pipe lines, plus the general layout which greatly simplifies the flow of materials and the actual processing. Also, a monorail conveyor system is used. A single load truck taking hides which come off the box cars via a chute can load up to a ton and a half of hides. The plant processes about 6,800 hides daily. Hide trimmings are carried by means of conveyors into a hopper where they are mechanically unloaded into gondola cars. A car can now be loaded in a half hour; before it took a full day.

Nothing Wasted

Practically every piece of machinery and equipment is being replaced with the most modern available. A new unhairing machine eliminates manual handling of hair. The hair falls into a chute, is mechanically conveyed to a cleaner and dryer. The hair is then blown into a hopper from where it is dropped into a hydraulic baler, then loaded into box cars by way of an electric hoist. Practically all manual labor has been eliminated in this operation.

Fleshings drop from the fleshing machine into a trough and are pumped to a storage bin, then into box cars. It used to take five men to load a single car of fleshings. Now, using mechanical equipment, only one man is needed as the drudgery of the work has been eliminated.

Infra-red lamps are used for rapid drying. Hand spraying for finishing has been replaced by mechanical spraying equipment. Two huge pasting units—utilizing glass plates, automatic washers and paste-spraying equipment—will soon be in operation, side by side.

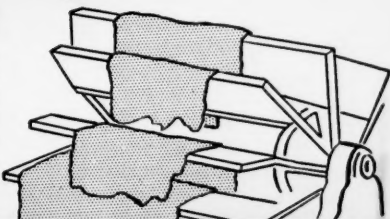
All these changes have not come about suddenly or radically. Behind them are the novel features of planning involving the cooperation of 600 employees, the non-interruption of output, five years of effort (the job will not be completed in all details until next year). The main objective—lower costs and better products through higher efficiency—is already being realized. For instance, it is already foreseen that there will



FORMIC ACID
SODIUM BICHROMATE
SODIUM FORMATE
SODIUM SULPHIDE
SODIUM SULFHYDRATE

... and for DEPENDABLE DELIVERIES

... count on Philipp Brothers Chemicals, Inc., for continuous deliveries! Ample warehouse stocks at convenient shipping points. Quality, uniformity, and purity assured. Place your orders NOW for DEPENDABLE DELIVERIES!



Philipp Brothers Chemicals, Inc.

37 WALL STREET • NEW YORK 5, N. Y.

BOSTON 10, MASS. • HARTFORD 3, CONN. • PROVIDENCE 3, R.I.

PHILADELPHIA 6, PA. • BALTIMORE 1, MD.

Cable Address: PHIBROCHEM NEW YORK



**IMPORTERS
and
MANUFACTURERS**

Tanners Extracts

**QUEBRACHO
LIQUID · POWDER**
WATTLE · CHESTNUT · SUMAC

Estab.
1887

**STANDARD DYEWOOD
COMPANY, INC.**

40 LOCUST STREET • MEDFORD • MASS.

**Advertise Your Leathers in
LEATHER & SHOES**

be a reduction of labor costs. This does not mean that employees will be out of work. The average Rueping worker has been employed 15 years at the plant, and some as long as 40 years. Cut in labor requirements will be achieved via retirements and normal voluntary severances, for Rueping's is noted for its human approach to labor-management relations and its excellent employee relations program. For instance, a three-story building has been remodeled into a recreational center, with bowling alleys, cafeteria, dance floor, movie auditorium, etc. The company sponsors a variety of sports and social activities, has a free medical department for employees, free legal services, classes in a variety of extracurricular subjects. Credit for the inauguration of many of these things belongs to president Van Pelt whose modern vision and human approach to the problems of an old industry have set an inspired example.

However, in a cooperative program of such magnitude credits go to many quarters: to top management with the vision to recognize the need for progress in the tanning industry; to the five "original" planners who converted an idea from talk and paper to a concrete model; to the key personnel who mapped the needs or possibilities of their departments; and lastly, to the entire labor force whose enthusiasm and practical aid made an idea tangibly workable.

This success story has come a long way from 1854 when William Rueping, a German emigrant, and his three sons, William Jr., Fred and Louis, started their tannery on an investment of \$5,000. Present value of the plant is about \$3,500,000, with more than \$1,185,000 in new plant equipment and construction added in 1948 alone. Last year Rueping's paid out \$4,000,000 in wages.

Nor even when the modernization plans are finished next year will the streamlining job be completed. President Van Pelt intends to retain his Planning Committee, whose job it will be to make periodic reports of plant improvement suggestions from employees and management. In short, modernization in this company is set

down as a permanent, continuous process designed to keep pace with progress—and, wherever possible, a step ahead of it.

SPOT News

Massachusetts

- Experienced factory help is being sought throughout the New England shoe industry. In Haverhill, Pentucket Footwear needs top stitchers and Bernie Shoe Co. needs stitchers. Melori Shoe Co., Roxbury, needs shoe cutters, trimming cutters and block dinkers, and Co-Ed Shoe Mfg. Co., Wakefield, wants bed lasters and cutters. Jay Shoe Mfg. Co., Cambridge, wants closers, fancy stitchers, cementers and table girls while pull overs are needed by International Shoe Co. at Nashua, N. H., and Littleway stitchers and edge setters are wanted by Apt Sandler Shoe Mfg. Co., Boston. Lown Shoes, Auburn, Me., is reported looking for an assistant packing room forelady. Frosh Shoe Co., Hudson, Mass. wants a lasting room foreman and outside cutters. Embo Casual Footwear Corp., Boston, wants vamp and lining closers and wrapper lasters while Lester Shoe Co., Lynn, needs fancy stitchers.

- The \$500,000 personal estate of John E. Lucey, former Brockton shoe manufacturer, has been left to his widow. Lucey was drowned two months ago in a boating accident.

- King Slipper Mfg. Co., Boston, has been assigned to Sidney Kagan for the benefit of creditors, it is reported. No statement of assets and liabilities has been made as yet.

- The 210 Associates, Inc., Boston, will hold its 9th annual golf tournament at the Kernwood Country Club, Salem, on July 27. Tee off begins at 11:00 A.M.

- Dewey A. Seidel Co., Boston hide and skin broker, has incorporated with Werner E. Seidel as president and Mrs. Dewey Seidel as treasurer.

New York

- The Patent Leather Bureau, division of the Tanners' Council, has moved to permanent offices in the Em-

pire State Building, New York City. The Bureau is the style information and public relations center of patent leather for manufacturers, retailers and the press. Kate G. Kamen is executive director.

Pennsylvania

- E. I. du Pont de Nemours & Co., Inc. has begun construction of its new research laboratory in South Philadelphia. Scheduled for completion next year, the building will cost \$2 million. It has been named for John Marshall, director of the chemical division of the department.

Ohio

- Cincinnati Shoe Mfg. Co., Cincinnati, has filed articles of incorporation in Columbus. The company is considering opening a shoe factory in Cincinnati and has a listed capital of 200 shares of no par value common and 500 shares of \$100 par value stock.

- Removal of machinery and material from the Vanceburg, Ky., plant of L. V. Marks & Son Co. is in full swing. Frank Armour has resigned as lasting room foreman of the plant at Augusta, Ky., and will be replaced by O. D. Hendricks, former lasting room foreman at the Vanceburg plant.

Illinois

- General Shoe Corp., Nashville, Tenn., has opened offices in the Security Bldg., Chicago, for eight of its independent lines. Lines and representatives are: Jarman, Herbert Casanave; Richland-Davison, George Slater; Statler, Joe Slater; Edgewood, Barton Adams; Fortunet, Maynard Adams; Bellwood, Otto Dumke; Storybook, Hy Hudgens; Acrobat, George Harris.

- Donald W. Mosser, son of Oliver D. Mosser, has become associated with A. L. Webster & Co., Chicago broker in hides and skins. Mosser recently graduated from Princeton University.

Michigan

- Citizens of Whitehall recently sponsored a "General Shoe Appreciation Banquet" expressing their appreciation of the manner in which General Shoe Corp. has developed its tannery there. Known as the Whitehall Leather Co., the tannery was purchased from Eagle-Ottawa Leather Co. in 1944 and produces about 1200 sides daily for use mainly in General Shoe plants.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99, DELAWARE

Leather MARKETS

Leather market shows little improvement despite end of shoe manufacturers' vacation. Sales generally spotty, prices softer. Sole leathers firm, calf uneasy. Better grade splits move well.

New York Markets

The vacation periods are about over now and buyers are beginning to make the rounds. However, business is not reported good as buyers are far from active. Some clue to the situation may be in the remark made by one buyer that he expected to find leather cheaper in August. It is difficult to see how this thought came about unless it was prompted by the general buyer price consciousness in about every field. Hides went up and still have a firm tendency though it is admitted that hides have been fluctuating quite widely.

Price lists on side upper leather are firm at the present time and in some instances a cent advance has been asked. Large spread elk grain leather is quoted 44-45c and down. Some tanners report turning down orders for 40,000 and 50,000 feet for a difference of a cent between buyer and seller. Buyers are still trying to buy good leather cheap and some tanners report that they have had leather sold at 31-32c (good leather for the price) re-

turned because the buyer thought it should be a better grade.

Some business is going on in sheep lining leather but in the East it is the medium and lower grades that are in demand. It is said Western buyers have been taking on the better grades. Demand for lining leather is better than earlier in the year but tanners find much competition in the plastics. Price lists remain about unchanged with vegetable tanned lining quoted 24c and down and chrome tanned 28c and down. Volume business in vegetable tanned is 20-18c and in the chrome 26-24c according to most reports. Garment sheep is still very slow.

Trading in sole leather is still slow and prices are widely spread due perhaps to the lack of volume trading. Bends have been selling, as to weight, from the low 50's up to 64c for the light bends of good manufacturer. Medium and heavy bends of good average tannery run have brought 56-58c but some sales in the low 50's have been reported. Bellies are more or less stabilized at 31-32c for the cows and 33-34c for steers. Single shoulders are reported from 40-44c while double rough shoulders are quoted 53-58c which is considerable of a range.

Sole Leather

Rise in sole leather hides early this week gives firmer tone to Boston leather market. Buyers continue to show small interest although shoe

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.10	95-1.15	97-1.14	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	90-1.09	1.30-1.48
CALF SUEDE	1.00-1.15	1.00-1.15	1.00-1.30	1.45-1.90
KID (Black Glazed)	40-60	45-65	60-85	70-90
KID SUEDE	40-60	45-65	60-85	70-90
PATENT (Extreme)	48-56	48-56	50-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	54-58	55-59	60-63	70-75
EXTREMES (Corrected)	45-52	46-53	50-54	60-65
WORK ELK (Corrected)	43-48	44-49	52-55	56-60
SOLE (Light Bends)	62-64	61-64	78-80	90-95
BELLIES	32-35	32-35	39-41	44-47
SHOULDERS (Dble. Rgh.)	50-55	49-54	53-66	77-80
SPLITS (Lt. Suede)	37-43	37-43	40-45	41-45
SPLITS (Finished Linings)	20-23	20-23	25-27	27
SPLITS (Gussets)	18-19	18-19	21-27	21-22
WELTING (1/2 x 1/8)	73/4	73/4	9 1/2	11-11 1/2
LIGHT NATIVE COWS	23-24	23 1/2-25	30	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

THE OHIO LEATHER CO.

LUXOR

Calfcolors

BLACK JETTA CALF
WASHETTE
White and Colors

OHIO LEATHER CORP. Boston
87 South St.
THE OHIO LEATHER CO., INC. New York City
2 Park Ave.
ARTHUR S. PATTON LEATHER CO. St. Louis
1602 Locust St.
LIEBMAN-CUMMING San Francisco
718 Mission St.
(Pacific Coast and Orient)
EDGAR A. HERTZ
One Chesterfield St.
Mayfair, London W.1, England
(Export Director)

Tannery and General Offices
GIRARD, OHIO

Linco

Time-Tested

FORMULAS

"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

L.
H.
LINCOLN
and
SON
INC.

COUDERSPORT
PENNSYLVANIA

BATES
LEATHER FILLERS
SOLE LEATHER
FINISHES
SPONGING AND
WASHING COMPOUNDS
TANNERS' SUGAR
AND LIME
COLLOIDAL CLAYS
CHEMICALS

manufacturers are back at work. Tanners, however, hold closer to quotations than in recent weeks. Light bends continue in demand when available. No sign of increased supply for some time. Tanners report they can sell all they can get. Medium and heavy bends still lagging. Plenty available but good sales few and far between.

Light Bends: 62-64c

Medium Bends: 57-60c

Heavy Bends: 57-60c

Philadelphia sole leather tanners reported business quiet this week. It has been pointed out that substitutes are making a permanent dent in the sole leather business, particularly in repair leathers which have been unusually slow this past season. Substitutes have cut into repair business to

the degree that approximately 40 percent of the business has been affected.

Sole Leather Offal

Boston offal dealers find somewhat better activity this week. Prices hold firm as buyers do more sampling, place some good orders. As expected, bellies sales show quick pick-up with good business reported. Better steer bellies still bring up to 35c but bulk of orders placed at 33-34c. Cows move well at 31-32c. Despite not too plentiful supply of single shoulders with heads on, some active selling reported. Lights bring up to 46c; heavies up to 41c. Better tannages and carefully selected double rough shoulders bring

moderate sales at 54-57c. Tannery run moves best at 52c. heads and shanks quit.

Bellies: Steers, 33-35c; Cows, 31-32c

Single shoulders, heads on: Light 41-

46; Heavy 38-41c

Double rough shoulders: 50-55c

Heads: 16-18c

Fore shanks: 22-25c

Hind shanks: 25-27c

Welting

Slightly better demand and a much firmer price tone on regular Goodyear welting this week. Rising hide prices are currently reflected in shoulder prices which in turn adds strength to welting. Where ten days ago it was difficult to obtain asking price of 73c for 1/2 by 3/4 inch stock, now this price is readily paid. Makers claim they need another half cent to make life really enjoyable. Specialty welting continues in strong demand. Synthetic welting gets plenty of call from makers of cheaper welts, stitchdowns, etc.

Calf Leather

Boston calf tanners report entire market shaky. Weaker raw skin prices coupled with psychological effect of French skin purchases contribute to unsettled market. However, fine skins are still scarce and good grade men's weights sell without effort. Considerable trading carried on in D and X grades with going much slower. Sales often made at 4-5c below quotations. Women's lower grades draw some interest at 60c and below. Better grades continue as drug on market; few good sales made. Suedes sell at fairly constant rate with better sales reported at \$1.00 and down.

Mens' weights: B \$1.05-1.10; C \$1.02-1.05; D 85-99c; X 75-89c; XX 60c.

Women's weights: B 85c-\$1.00; C 80-92c; D 77-89c; X 65-81c; XX 55-65c.

Suede: \$1.10-1.20; \$1.03-1.10; 90-93c.

Kid Leathers

Philadelphia kid leather tanners report that business currently is slow. Most of the New England factories are shut down for July vacations. No current orders are therefore coming through from them. Even the west has been sending in very few orders and very little mail for the past week, and it is felt that the vacation season has caused an affect there, also.

The orders received, are for black suede at low and middle prices, which remain unchanged from last week. Brown is the number two color and all indications are that it is increasing in popularity. There is some talk right now about bright blue and bright red for fall as contrasted to the dark blue and burgundy which was selling a month or so ago. However there is little actual ordering for these colors as yet.

Glazed is still going slowly in black and some brown. Prices in glazed remain just about the same as last week. There is a glazed that runs over \$1.00 but there is so little demand for it that it is hardly considered in listing the average prices.

Slipper kid continues to go well in browns and colors. Average prices



YEP, THE HONEYMOON IS OVER

Or, to put it another way, the day of real competition has returned; to hold your customers you've got to give them top quality goods . . . the best you can buy. That's why we urge you to use Brown products. For, whether it is belting leather, textile, polishing, hydraulic or strapping leathers, or leather curried and finished to your own specifications, you can depend on Brown products for excellence and economy—your assurance of customer satisfaction.

WM. C. BROWN LEATHER CO.

1702-14 TULIP STREET

PHILADELPHIA 25, PA.

For Better Results, Use . . .

TANASOL NCO (Beads or Powder)

TANASOL D (Liquid)

With extracts, for lower costs and good color

TANASOL PW (Beads or Powder)

Bleaching chrome stock; also on chrome stock for level dyeing, and for pastel shades

SYNEKTAN NCRP

In combination tannage; in dyebath for chrome stock for better grain

SYNEKTAN NPP

For white leather; for dyeing pastel shades with good weight to leather

SULPHONATED OILS

All types

MONOPOLE OIL

For finishing

EMULSIFIERS and DETERGENTS

For good degreasing

Samples and Information Upon Request



JACQUES WOLF & CO.
Chemicals PASSAIC, N. J.

are quoted lower than previous two weeks. Linings are still finding a market in better grade shoes.

The rawskin market is holding firm. Many tanners stopped ordering and closed down completely as one means of trying to get the market to soften up. Although they stopped placing orders as long as five weeks ago, this has had no appreciable effect on the market excepting that in a very few instances it is a little weaker. There are many reasons given for the firm prices—some South American countries control the prices of their skins. However, as the market is firm on skins from all over the world, many tanners feel that the Marshall Plan money enables European kid leather men to pay prices of skins demanded by the traders, and since they can get these prices on the European market they see no reason to lower them in the American market. As long as this keeps up the American tanners feel that there is no solution to this very serious problem.

Suede 40-50; 50-85
Glazed 40-50; 50-85
Slipper kid 40-50
Linings 50 down

Boston kid tanners find buyers showing little new interest. Suedes continue to move at moderate rate but only sales worth reporting are found in cheaper grades. Business above 55c is spotty. Both black and brown do fairly well with former far in lead. Colors move slower than expected. Black glazed sales, much improved last week, still active but any business worth reporting done at 50c

and below. Slipper kid finds moderate buyer activity up to 60c; above that, buyer resistance evident. Linings slow.

Sheep Leathers

"Business fairly good; market firmer," say Boston sheepskin tanners. Determining factors are scarcity of good raw skins and reports that lambskins sold an average of 50c higher at New Zealand auction. Raw sheepskins were down slightly but not enough to affect market. Some tanners asking 1-2c more this week though most sales reported at previous levels. Result is prices are closer to quotations than in several weeks. Boot lining business much better as shoe linings show pick-up. Better sales in former reported up to 22c with latter concentrated at 17-21c. Specialty manufacturers still interested in russets while slipper manufacturers keep colored vegetable linings moving. Latter sells best around 17-21c. Chrome linings slow; some sales made at 26c and down although tanners ask up to 28c. Hat sweat orders begin to come in; coming weeks should find lively business here. Garments quiet.

Russet linings: 22, 20, 18, 16, 12, 10c.
Colored vegetable linings: 22, 20, 18, 16, 14c.

Hat sweat: 26c, 24, 22, 20c.

Chrome linings: 28, 26, 24c.

Garment suede: 26, 24, 22c.

Garment grains: 22, 20, 18c.

Splits

Boston split tanners find good business in better tannages; below that

buying activity slacks off. Market still strong. Suedes still the big seller for fall with black and brown heading list. Demand heavy for women's larger spread suede splits. Short supply keeps prices firm. Smaller splits less active. Buyers show little interest in finished linings; some sales reported at 22c and down. Work shoe slow; tanners ask 30c and down. Retan sole does fairly well at 30-40c.

Light suede: 36-43; 34-41; 32-38

Suede heavy: 44-47; 42-44; 39-41

Retan sole: 40, 38, 35, 33, 30

Finished linings: 18-20; 20-22; 22-23

Patent Leather

Patent leather market offers little encouragement. Tanners report prices a bit firmer this week but situation can change overnight. Bargaining still the rule as quotations continue to mean little. Sales generally made after considerable haggling. Tanners can only look ahead to fall, hope sales and prices will pick up. Despite this, some good sales are reported in kips and extremes. Suedes do moderate business. Children's stitchdowns not too active.

Side Leathers

Better business reported this week as shoe manufacturers re-open. Stronger hide prices tend to firm up leather prices after sudden weakness last week. Tanners say buyers active again; less price resistance seen. Good demand for corrected kips. Supply limited. Good sales made at 58c and down. Heavy aniline extremes draw moderate

ARKOTAN

Reg. U.S. Pat. Off.

A Universal Syntan

An all purpose syntan made in types suitable for vegetable, chrome, alum and formaldehyde tannages. Imparts a fine silky grain to the leather with increased roundness and improved tensile strength. An excellent mordant for dyeing calf and glove leather—produces an even color. A perfect pretanage for shearlings and all types of white leather.

Samples and Demonstrations Upon Request.

*ARKANUM:—For efficient bating.

*TETRANOL:—A highly efficient wetting agent.

*Reg. U.S. Pat. Off.

ARKANSAS CO., Inc.

ESTABLISHED OVER 40 YEARS

Newark, N. J.

DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE
STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
SPECIAL DIPPING EXTRACTS

LEATHER
YESTERDAY, TODAY
ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

CANADIAN REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;
73 King St., West Toronto

ENGLISH REPRESENTATIVES:

Roy Wilson, Dickson Ltd., 7-B Railway Approach, London, S. E. 1

buyer interest at 44-58c, depending on grade, quality, etc. Bulk of sales made at 55c and down. Slightly more activity in work elk. Sales made at 43-48c. Heavy Aniline Extremes: B 54-58c; 50-53c; X 44-46c. Corrected Kips: B 54-58; C 52-56; D 51-54; X 45-47c. Corrected Extremes: 45-51; 43-49; 41-47; 38-41c

Belting Leathers

Philadelphia belting leather tanners report that there is still a demand for medium and light weight shoulder—mainly for waist belting. Factory belting continued to pick up. There are still some orders coming through for bend butts. Prices remain firm and tanners are having no difficulty in getting their prices.

Carriers report that shoulders are continuing to sell well to specialty manufacturers for waist belting. Light weights continue in popularity, and some medium weight. Factory belting is dull. Prices remain unchanged since last week.

Glove Leathers

There is no leather report, as such, from Fulton County this week. All mills belonging to the Tanners Association closed July 18, pending contract negotiations. The strike started July 11 when one tannery attempted to open and the men refused to return to work. The tanners take the position that a strike against one firm is a strike against all members of the Association. Hence the general shut-down this week. At present, no further wage talks have been scheduled.

Midwestern price levels continue to hold strong. Business during the past week has been quite satisfactory, although vacation periods have affected some tanneries. Specialty tanners are likewise reporting a firm price situation. Generally, prices are quoted at 19c, 18c and 17c, on the light-medium weights No. 1, 2 and 3, with tannery run glove leathers quoted at 18c.

Routine Buying

Tanning oil sales were routine this week as tanners bought only enough to meet their minimum requirements. A further break in Newfoundland cod oil prices developed with prices reported down to 95c per gallon. Sulphonated cod ranged from 10½ to 12½c. Moellon from 13 to 15c.

Raw tanning materials business was quiet with little buying of importance noted and few inquiries. Prices were steady. Shipments in tanning extracts were made only to meet replacement and prices continued without change.

Raw Tanning Materials

Divi divi, shipment, bags.....	\$66.00-67.00
Wattle bark, ton.....	\$81.00-83.00
Sumac, 28% leaf.....	\$75.00
30% leaf.....	\$80.00
Myrobalans, J. 1s, \$61.00-62.00,	
J. 2s.....	\$55.00
Valonia Cups, 30-32% guaranteed.....	\$90.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks.....	.089
Bbls., l.c.l., .046; c.l.....	.046
Powdered, bags, c.l.....	.11
Cutch, solid Borneo, 55% tannin, plus duty.....	.08½
Gambier Extract, 25% tannin, bbls.....	.09½ .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.....	.0525
Bbls., c.l. and l.c.l.....	.0675
Oak bark extract, 25% tannin, lb. Quebracho extract.....	
Solid, ord., basis 63% tannin, c.l., plus duty.....	.10 23/32
Solid, clar., basis 64% tannin, c.l.....	.11 13/32
Liquid, basis 35% tannin, bbls.....	.09
Ground extract.....	.17½
Powdered super spruce, bags, c.l., .05½; l.c.l.....	.05½
Spruce extract, lb. bbls., c.l. .02½, l.c.l., 03¼; tks.....	.01½
tks., 6½-6¾; bbls.....	.06¼
Wattle bark extract, solid.....	.09-.09½

Tanners' Oils

Cod oil, Nfld., drums.....	.95
Castor oil No. 1 C.P. drs. l.c.l.....	.20
Sulphonated castor oil, 75%.....	.19
Cod, sulphonated, pure 25% moisture.....	.12½
Cod, sulphonated, 25% added mineral.....	.11½
Cod, sulphonated, 50% added mineral.....	.10½
Linseed, raw tks., drums, c. l. and l.c.l.....	.23-.25
Neatsfoot, 20° C.T.....	.24
Neatsfoot, 30° C.T.....	.22
Neatsfoot, 40° C.T.....	.19
Neatsfoot, extra drums.....	.22
Neatsfoot, No. 1, drums.....	.24
Neatsfoot, sulphonated.....	.16
Olive, dom. denatured, bbls., gal.....	4.00-4.25
Waterless Moellon.....	.15
Moellon, 20% water.....	.14
Moellon, 25% water.....	.13
Artificial Moellon, 25% moisture.....	.13
Chamois Moellon.....	.13
Common degreas.....	.10-13
Neutral degreas.....	.20-.22
Sulphonated tallow, 75%.....	.10
Sulphonated tallow, 50%.....	.08
Sponging compound.....	.12
Split oil.....	.12
Sulphonated sperm, 25% water.....	.19
Petroleum Oils, 200 seconds viscosity.....	.12
Petroleum Oils, 150 seconds viscosity.....	.13
Petroleum Oils, 100 seconds viscosity.....	.11

FINANCE

International Shoe Co.

Net profit of \$4,476,525 for the six-month period ending May 31, was announced this week in a mid-year report mailed to International Shoe Co.'s 11,000 stockholders. This compares with a net of \$6,949,461 for the same period of 1948, a decrease of 35.59 percent. Earnings were \$1.31 per share against \$2.04 a year ago while divi-

dends of \$1.50 per share on 3,400,000 common shares were the same.

Shoe sales totaled \$91,818,488, a drop of approximately 20 percent below last year's sales for the same period. Total value of product, including leather and other materials produced for the company's own use in manufacturing shoes, was \$132,211,751, a decrease of 20 percent. At the same time, net profit fell from six percent to 4.9 percent of sales, and from 4.2 percent to 3.4 percent of product value.

Frank C. Rand, chairman of the board, and Byron A. Gray, president, reported that a shakedown of inventories and prices dominated the national economy during virtually all of the firm's first half of fiscal 1949.

DEATHS

Frederick A. Quinn

... 79, president and treasurer of K. J. Quinn & Co., Boston manufacturers of shoe and leather finishes, died at his summer home in Hull, Mass. on July 13. A native of Somerville, he graduated from Harvard College in 1895. A pioneer on new methods and techniques, he successfully introduced the pigment method of finishing leather. His work on water spray finishes was carried on and developed by the Quinn Co. laboratory. He has served as president and treasurer of the firm since 1912.

His son, John W. Quinn, vice president in charge of production and sales, will continue to manage the firm. Other survivors are his wife, Mary Jane; another son, Carroll G. Quinn of Buenos Aires, Argentina; and a daughter, Mrs. F. W. H. Adams of New York City.

William G. Wickman

... 79, retired president of the former Madison Leather Co., Newark, N. J., died July 12 at his home in Orange after a long illness. A native of Brooklyn, he moved to New Jersey over 50 years ago, settling first in Irvington and later Orange. In 1893 he was appointed general manager of the former Stengel & Rothschild Leather Co., in Newark and held the position until 1925 when he became president of the Madison firm. He retired in 1929 and the company was disbanded. Surviving are his wife, Anna; a son, William, Jr.; five daughters, Mrs. Ann Lott, Mrs. Ruth Brede, Mrs. Doris Fontaine, Mrs. Helen Albers and Mrs. Betty Bevens; and seven grandchildren.

Edward N. Timm

... 84, retired leather salesman for Gries-Pfleger Tanning Co., Waukegan, Ill., died recently at his son's home in Portsmouth, Ohio. Widely known among leather manufacturers, Timm retired a few years ago. His son, Melville N. and two sisters, Mrs. Louis Osborne and Miss Minnie Timm, survive.

HIDES and SKINS

Small advances in big packer hides; better interest shown. Small packer hides steady; country hides the same. Calf and kip markets quiet.

Packer Hides

There were fractional advances noted in the packer hide market again this week, and, while some tanners were showing interest in certain selections, it was generally felt that the tone of the market was not particularly strong. Eastern tanners after doing some moderate volume buying after their vacation period a few weeks ago, have failed to follow up any broad business.

Advances noted this week were in heavy cows, light native steers, branded steers and light cows. The heavy cow advance was only in light grubbing St. Paul hides, which were up $\frac{1}{4}$ c. Light native steers were up $\frac{1}{4}$ c on all business. Branded steers were up a half-cent in heavy Texas, butts and Colorado steers. Light cows were up $\frac{1}{2}$ c for Chicago production. All advances were registered in current salting hides.

The volume of business in this market was restricted to about 50,000 hides up to press time, with branded steers comprising the largest volume.

Small Packer Hides

The small packer market, while seemingly in a fairly good position this week, is not a strong market by any means. Sellers are asking higher prices, naturally, but tanners have not followed along, feeling that there is not enough tanner demand to warrant much bullishness. Anyway, tanners that have been active in trading during the past couple of weeks are apparently well fixed insofar as hide stocks are concerned, and have pulled away from the market. With little new tanner demand seen, the market has slowed down to a walk again.

Price ideas for 48/50 lb. allweight native steers and cows are still around 19 to 20c selected, according to quality. Best hides, around 48 lbs., excellent take-off and current salting, might bring slightly better than 20c selected, but on the average, the range quoted is about right for Midwestern production. Lighter hides will undoubtedly bring premiums, the prices paid a matter of conjecture. Some feel that 44/45 lb. average hides are worth about 22 to 23c selected, depending upon quality, with 38/40 lb. hides quotable around 24 to 25c selected. Southwestern and Southern production light hides bring the best ideas.

Packer Calfskins

The calf market held quiet for big packer Midwestern production this week, but there was some business late last week that established the market. One Midwestern "Big Four" packer

moved some "outside plant" skins late last week at 45c for lights and 42 $\frac{1}{2}$ c for heavies, Northern production. These skins, however, cannot be considered to be the quality of other more popular Northern points. The business did, however, confirm to a large extent the down trend in the packer market. About 11,000 skins were involved. Later, another seller moved 5,000 St. Paul heavy skins at 50c, new trim basis, which was down 5c from the asking price of 55c, but 12 $\frac{1}{2}$ c lower than the last trading. Lights were quiet. Other rumored business in Riverpoint light calfskins failed to get confirmation, but the price was considered to be 47 $\frac{1}{2}$ c for lights alone, the quantity around 6,800 skins. These skins were straight lights and current salting.

Price ideas are 50c for Northern heavies and 55c nominal for Northern lights, new trim basis. Riverpoint skins are quoted around 47 $\frac{1}{2}$ c for lights and 42 $\frac{1}{2}$ c nominal for heavies.

New York trimmed packer calfskins are quoted at \$3.25 for 3 to 4's, \$3.75 for 4 to 5's, \$4.25 for 5 to 7's, \$5.00 for 7 to 9's, and \$7.25 for 9 to 12's. There were about 2,000 9 to 12's sold

this week, priced at \$7.25, which is about 50c lower than the last reported business.

Packer Kipskins

The packer kipskin market is still difficult to define. There has been nothing done with Northern production skins to indicate the market. Traders, however, feel that the market will probably settle around 45c for Northern and River skins, natives, and around 40c for overweights.

New York trimmed skins are rather quiet, although about 2,000 12-17's did sell at \$8.25, called 50c lower than last business, but in line with the drops in the big packer market in the Midwest as quoted by traders.

Country Hides

Country hides are slowing down considerably. The packer market, while responsible for the earlier advances of country hides, has failed to cause this market to continue on the upswing. Some tanners feel that the packer market is tippy even at these apparently strong levels, and that tanners have shown no further interest in the market since they had their little buying spree last week. Some minor advances may still be registered in big packer hides, but they will be unable to put the country market in a stronger po-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 $\frac{1}{2}$	19 $\frac{1}{2}$	20	31
Ex. light native steers	27 $\frac{1}{2}$ -28	27 $\frac{1}{2}$	28	34
Light native cows	23 -24	22 $\frac{1}{2}$ -24	23 $\frac{1}{2}$ -25	30
Heavy native cows	20 -22	19 $\frac{1}{2}$ -21	20 -22 $\frac{1}{2}$	30 -31
Native bul's	16 -16 $\frac{1}{2}$	16 -16 $\frac{1}{2}$	16 -16 $\frac{1}{2}$	20
Heavy Texas steers	18 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	27
Light Texas steers	20	20	20	27
Ex. light Texas steers	24	24	25 $\frac{1}{2}$	30
Butt branded steers	18 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	27
Colorado steers	18	17	17	26 $\frac{1}{2}$
Branded cows	19 $\frac{1}{2}$ -20 $\frac{1}{2}$	19 $\frac{1}{2}$ -20 $\frac{1}{2}$	20	28 $\frac{1}{2}$ -29
Branded bul's	15 -15 $\frac{1}{2}$	15 -15 $\frac{1}{2}$	15 -15 $\frac{1}{2}$	19
Packer calfskins	42 $\frac{1}{2}$ -47 $\frac{1}{2}$	40 -55	55 -62 $\frac{1}{2}$	50 -60
Chicago city calfskins	30 -35	35	40 -45	40 -43
Packer kipskins	45	45	50	42 $\frac{1}{2}$
Chicago city kipskins	28 -30	30	30 -35	30

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 20	Close July 13	High For Week	Low For Week	Net Change
September	18.85B	18.55B	18.95	19.25	+ 30
December	19.05-07	18.85	19.25	18.60	+ 20
March	18.56B	18.35B	18.77	18.15	+ 26
June	18.26B	18.05B			+ 21

Total sales, 166 lots.

Brokers
&
Tanners'
Agent



Expert
Receiving
Service

ISAACSON-GREENBAUM CO.

210 LINCOLN ST.
BOSTON 11, MASS.

TELEPHONE
HUBBARD 0513

sition. As for prices, the country situation is figured around 15½ to 16c flat for trimmed allweight 1's and 2's, f.o.b. shipping points, with lighter hides quoted up to 20c flat. Some 38/40 lb. average hides, good quality, have been talked up to 20c flat trimmed, although sellers ask more money. Other lots, around 44/45 lb. average, are quotable around 18 to 19c flat trimmed, although some are figured around 17½c flat, according to quality. Renderer hides are difficult to quote. Straight renderer hides are figured about 2c less than straight countries. Mixed lots, according to quality, vary from ¼c for lots with about 25 percent renderers, to 1½c for lots with 75 percent renderers. Quality is also a factor, depending upon the other hides in the lot.

Country Calfskins

The country calfskin situation is not a great deal more clear since the big packer business. City untrimmed allweights are quoted in a nominal range of 30 to 35c, but nothing is heard of in that range. Country untrimmed allweights are nominally quoted at 22 to 24c.

New York trimmed collector calfskins are quoted at \$2.50 for 3 to 4's, \$2.80 for 4 to 5's, \$3.50 for 5 to 7's, \$4.40 for 7 to 9's, and \$6.10 for 9 to 12's, nominal.

Country Kipskins

This market is quiet. Skins are available, but tanners are not interested. Price ideas vary, but generally the market is quoted at 21c for country skins, untrimmed, with city untrimmed skins figured at 28-30c. New York trimmed collector kipskins are quoted at \$7.00 for 12 to 17's, and \$8.00 for 17's and up, nominal.

Wool Pelts

Prices on big packer shearlings continue to be a source of discontent with everyone. While some are figuring low levels, particularly those on the buying side, big packers claim that they are getting top prices for their production. Last big packer quotations were \$2.40 to \$2.65 for No. 1's, \$1.80 to \$1.90 for No. 2's, and \$1.60 for 3's. Some of the premium quality No. 1's are still quoted up to \$2.85. The Interior market was quiet this week. Prices, while

generally felt to be slightly higher than last month, are still not quoted by anyone in the trade.

Horsehides

Horsehides are strong, due to good demand and few hides. Northern production 60 lb. hides are quoted around \$9.50 to \$10.50, depending upon quality, 70 lb. hides up to \$11.00. The reason for the variance in the range on trimmed lots is due to the fact that some tanners stubbornly hold to the last levels, while others claim that more has been paid. Tanners, are, nevertheless, taking advantage of every point possible to get hides for slightly less. Fronts are holding around \$7 to \$7.50, depending upon quality. Butts, basis 22 inches, and up, are figured around \$3.50, f.o.b. shipping points.

Dry Sheepskins

As was expected, 18 Fulton County tanneries affecting approximately 1,100 workers went on strike on July 18. In view of this situation, it can readily be seen that very little buying will develop until the labor question is cleared up and a new contract ratified. At the moment, there seems to be a stand-off between the union and the tanners. However, some sellers of raw skins are of the opinion that this may affect the piskin tanners more than the sheepskin tanners as not all of the latter are members of the union affected by the lockout.

In the hair sheep markets, Brazil cabrettas are firm and some additional business was reported for shipment in the better descriptions of northern skins at \$13.50 per dozen c.&f., basis manufacturers. Further advices, however, indicate that shippers are not willing to sell more at this price as they claim to have relatively small unsold stocks available. Southern Brazils as well as Pernambucos are said to be available at lower levels but not much interest at the moment. Cape gloves generally not being offered here as shippers are selling large Western basis 130 shillings to England. Much higher than the views expressed by the buyers here.

Sellers here are of the opinion that should Fulton County resume operations and enter the rawstock markets, they will have to purchase Brazil cabrettas, Addis-Ababa slaughterers and Nigerians as other varieties have been

going to Europe. In general, shippers are quite firm in their ideas, claiming they are not carrying much stock and therefore, are unwilling to make severe cuts in their asking prices. Some inquiries reported for Nigerians but at below last trading levels. Business believed possible around 70-72c per lb., as against sellers ideas of 75-76c per lb. and not many offers being made at that level. Some quarters are of the opinion that firm bids of \$12.00 c.&f., would be entertained now by shippers for Addis-Ababa slaughterers, usual weights and selections.

Reptiles

The India market has turned stronger with sales of Madras bark tanned whips, 4 inches up averaging 4½ inches, 70/30 selection, at 95c; and a lot of 4 inches up averaging 4½ inches, combined with 4 inches up averaging 5 inches, 70/30 selection, sold at 97½c. While most shippers now have offers of \$1.00, there are still some offers at 95c combined with cobras at 65c. Demand, however, is primarily for whips. Calcutta alligators, 12 inches and up, averaging 15/16 inches, sold at 78c an inch for 80/20 selection. Some Calcutta oval grain lizards, 40/40/20 selection sold at 28-28½c, 90/10 selection and 29c now asked. Brazil giboias are now available at 80c f.o.b. and no interest for 20/30 centimeters and 90/10 selection.


Goatskins

With tanners indicating lower ideas on price, and markets at origin showing a firm front, there is little activity. Some sellers have advanced their asking prices, while others are firm and asking unchanged figures.

Most shippers of Amritsar type skins have upped their asking price to \$12.50 per dozen c.&f. for 1200 lb. skins. European buying is said to be the firming influence. Offerings of Southern India skins are made at \$12.00 to \$13.00 per dozen c.&f. for 1.70-1.80 lb. Coconadas and Deccans, according to quality and cure.

Although some shippers of Bati skins are asking \$15.75 per dozen c.&f. for the skins, buyers indicate \$15.00 is their top. Last trading in Addis-Ababa skins took place at \$11.50 to \$12.00 per dozen c.&f. with buyers now indicating \$11.00 as top.

Solid Liquid Powdered



QUEBRACHO EXTRACTS

THE
RIVER PLATE
IMPORT AND EXPORT CORPORATION

405 LEXINGTON AVE. CHRYSLER BLDG. NEW YORK, N. Y.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St.

Chicago 6

Special Notices

Real English Chamois Leather

Genuine full oil tanned. Full skins and squares. Prices right, prompt delivery. English executive arriving New York about July 22 would like to meet buyers by appointment in New York City. Address G-5, c/o Leather and Shoes, 300 W. Adams St., New York 7, N.Y.

Leather Line Wanted

CALF-KIP SIDE leather line wanted on commission only by established leather sales agency with office and stockroom in New York City. Complete coverage assured. Address G-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes, in Full Skins and Cut Squares.

Lowest Prices—Prompt Delivery
WOODACRE CHAMOIS CO.,
Leather Dressers
DARWIN-LANCS-ENGLAND

For Sale

A GOING BUSINESS. Complete finishing and embossing plant. Splits, top grain and fancy leathers. Building 10,000 sq. ft. Gas heat. Air conditioned offices. 2 Sheridan press conveyor system. Capacity 10,000 sq. ft. daily. Easy terms. Address G-16, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Sheridan Embossing Machines

WANTED: One or more Sheridan Embossing Machines:

48 x 26
54 x 26
Address G-17
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tanners' Representative So. Cal.

FORMER well known successful hide broker wishes to represent Middle West or Eastern tanner in Southern California. Can sell leather and capably buy and supervise shipment of hides and skins. Satisfactory references as to ability and integrity will be furnished. Address G-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Cut Sole Line Wanted

A FIRM OF manufacturers agents covering St. Louis metropolitan area desires to represent a cut sole line.

Address G-20,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Want Shoe Supply Lines

A FIRM OF manufacturers agents covering the St. Louis metropolitan area seeks to broaden its line of shoe supplies.

Address G-21,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Sales Agent Wanted

TOPLIFT MANUFACTURER looking for a good man to sell toplifts for finders and shoe manufacturers. Good opportunity for right man. Commission basis.

Address G-18,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Machine for Sale

LANDIS No. 16
SADDLE STITCHING machine for sale. Brand new. Complete on stand with AC motor drive. Slifka.
275-7th Ave.,
New York, N.Y.

Cowboy Boot Uppers

WE ARE NOW MAKING cowboy boot uppers for custom trade. Will use your patterns or ours. Finest quality materials. Fast service. Any quantity. Send your specifications for prices.

JONES BOOT & SADDLE MFG. CO.,
307 Third St.,
Lampasas, Texas.

Help Wanted

Belting And Leather Specialty Salesman

WANTED Salesman—experienced—for old established LEATHER TRANSMISSION BELTING, LEATHER PACKING and LEATHER SPECIALTY manufacturer. Eastern states. Address G-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

COMMISSION LEATHER SALESMAN

To sell harness, bag, case, strap and associated leathers in states of Washington, Oregon, California, Nevada and Arizona. Address, Hermann Oak Leather Company, 4056 North First Street, St. Louis 7, Mo.

Experienced Welting Man

BOSTON CONCERN wants man experienced in the manufacture of Goodyear and synthetic welting.

Address G-1,
c/o Leather and Shoes,
10 High St.,
Boston, 10, Mass.

Shoe Salesman

SALESMAN WANTED: To carry a line of Penna Prevett Shoes for Infants and Children to the Mail Order and Chain accounts in the New York and Boston Territories.

The Durable Shoe Co.,
Palmyra, Pa.

Salesmen Wanted Corrugated Boxes

SALESMEN well acquainted in trade wanted to sell corrugated boxes for leading N. Y. manufacturers. Full or part time.

Box 6000 D,
1474 Broadway, New York, N.Y.

Wanted-Suede Tanner

EXPERIENCED MAN for goat and sheep. Must be excellent technician and good production man. Excellent opportunity. State age and full qualifications.

Address G-22,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Lasting Room Foreman

SEEKS POSITION where thorough knowledge of all lasting room procedure is appreciated. Handles help well. Keeps production rolling under all sorts of conditions. Address G-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Shoe Factory Superintendent

A GOOD MAN available with best of references. Knows all types of women's shoes and can get the work out.

Address G-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

A PLACEMENT BUREAU

for Salesmen, Superintendents, Foremen, Chemists, Sales Managers and others.

We have positions open, also qualified men for positions you may have open.

AL HOWE SERVICES, Inc.

IA Management Service
5629 W. 63rd St., Chicago 38

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes
CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

Situations Wanted

Cutting Room Foreman

HERE IS A really good cutting room man for any shoe factory. Knows leather and can do the buying. Best of references. If you want a top-notch man apply to

G-11,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Stockfitting Foreman

AVAILABLE AT ONCE. If you need a stockfitting man who can take full charge and turn out the work, apply to

G-12,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Packing Room Foreman

EXCEPTIONALLY ABLE packing room man available. Knows his job thoroughly and can really produce. This man can save you money while turning out good work.

Address G-13,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

LEATHER CHEMICAL ENGINEER

Pennsylvania licensed chemical engineer with varied experience in leather manufacture desires position as assistant superintendent. Address G-14, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

MAN—familiar with production of fancy leathers—seeks connection with reliable concern as asst. supt. or foreman in any dept. Capable of promoting leather chemicals and finishes. Prefers Eastern locality. Address G-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

LAST REPAIRING

When it comes to last repairing, shoe factories from coast to coast will testify that our patented method of last repair is second to none. We offer a complete repair and remodeling service. Why not send us some of your lasts today?

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

PERSONNEL

▲ R. Jack Manning of the sales division of the Du Pont Co.'s Ammonia Dept. has been transferred from Wilmington to New England to work more closely with the leather, paper and textile industries. His headquarters will be in Needham, Mass.

▲ George Trudel, former price expert of the Brotherhood of Shoe and Allied Craftsmen, is now with the sales department of Baxendale Cut Sole Co., Brockton. He will also be assistant to the president. The firm has notified the Cut Sole local of the BSAC that it will not renew its present contract which expired on July 21. Al Cerf of the Halroy Shoe Co., Inc., Cambridge, Mass., has been appointed sales manager of Fred Jac-

obs Shoe & Slipper Mfg. Corp., Brooklyn. He retains his present position.

▲ Walter Kraus, formerly with the public relations department of United Artists, has been appointed public relations director of the Sole Leather Bureau of the Tanners' Council. He succeeds Philip Klarnet who resigned recently to open his own business in Paris.

▲ Frank E. Miller, Jr., former superintendent of the International Shoe Co. plant in Cape Girardeau, Mo., has been named assistant general manager of the eastern division. Miller will have his offices at Manchester, N. H. Oscar C. Kaiser, assistant to Miller since 1944, is now superintendent of the Cape Girardeau plant.

▲ G. Walker Bisset has been elected president of Grieve Bisset & Holland, Inc., Waterbury, Conn., department store. He succeeds his father, the late George S. Bisset.

▲ Irving C. Wehmeyer has been appointed sales representative in the Chicago-Milwaukee area for F. C. Donovan, Inc., Boston, Mass., leather merchants. He will represent the firm in distribution of all its leathers as well as in the Plastic Division. His offices will be located at 744 N. Fourth St., Milwaukee.

▲ Allen L. Spafford has been appointed field salesman in upper New York State and western Pennsylvania for Hooker Electrochemical Co., Niagara Falls, N. Y. A member of The American Institute of Chemical Engineers, he has been associated with Hooker for the past two years as a process study engineer.

▲ Francis R. Smith has opened his own business as leather dealer in Gloversville, N. Y. Smith was formerly associated with Harold J. Smith Corp. and Wilson-Smith.

▲ Charles S. Hoar, formerly executive vice president and treasurer of Heywood Boot & Shoe Co., Worcester, Mass., has been elected president of the firm. He succeeds Miss Dorothy C. Heywood who resigned. Hoar has been with the firm for more than 30 years and is the 85-year old company's fifth president. Philip B. Heywood was elected clerk.

▲ Fred J. Knowles has resigned as superintendent of the State street factory of International Shoe Co., in Fulton, Mo., after 16 years with the firm. E. E. Sprecklemeyer, chief clerk for the past three years, will succeed Knowles who has been in the shoe business for 48 years.

▲ Recently-elected officers of Tex Tan, Yoakum, Texas, are: C. B. Welhausen, chairman of the board; C. C. Welhausen, president and general manager; W. C. Afflerbach, vice president and secretary; Philip Welhausen, vice president and treasurer; Knox Armstrong, vice president in charge of specialty sales; and Douglas Manning, vice president in charge of saddle sales.

▲ Harold Wolf, formerly of Norrwock Shoe, North Jay Division, is now with Belfast Shoe Co., Belfast, Me.

Index to Advertisers

Amalgamated Leather Cos., Inc.	22
American Extract Co.	25
American Hide and Leather Co. Back Cover	
Arkansas Co., Inc.	25
Brown, Wm. C., Leather Co.	24
Chemical Services Corp.	29
Colonial Tanning Co.	9
Dow Chemical Co., The	13
DuPont, E. I., de Nemours & Co., Dyestuffs Division	Front Cover
England-Walton Div., A. C. Lawrence Lea. Co.	3
Howe, Al, Services, Inc.	29
Isaacson-Greenbaum	27
Lincoln, L. H., & Son, Inc.	23
Milwaukee Last Repair Co.	29
Ohio Leather Co., The	23
Philipp Bros. Chemicals, Inc.	21
Remington Products Co., The	11
River Plate Imp. & Exp. Corp.	28
Standard Dyewood Co., Inc.	21
Taber Pump Co.	30
Tannade Co., The	17
Turner Tanning Mch. Co., The	8
United Shoe Machinery Corp.	2, 10, and 31
Wolf, Jacques, & Co.	24

TABER PUMPS

● Have been meeting the special requirements of the Tannery since 1859 . . . Write for Bulletin TP-629.

TABER PUMP CO.
(Est. 1859)
300 Elm Street Buffalo, N. Y.

▲ Ben Magnus is now superintendent of B-W Footwear Co., Inc., Webster, Mass. Irving Katz is cutting room foreman at the plant.

▲ David Berg is now superintendent at Mutual Shoe Co., Marlboro, Mass. He was formerly with Elco Shoe Co., Boston.

▲ Harry Greenspan, formerly of New York, is new superintendent of Dover Shoe Co., Somersworth, N. H.

▲ Eugene C. Kraus, secretary and treasurer of Eugene C. Kraus, Ball & Co., Inc., Buffalo hide dealers, has been appointed to the newly created Erie County Water Authority.

HOW TO HAVE *Permanent Wood Heel* *Attaching* **AT LOW COST!**

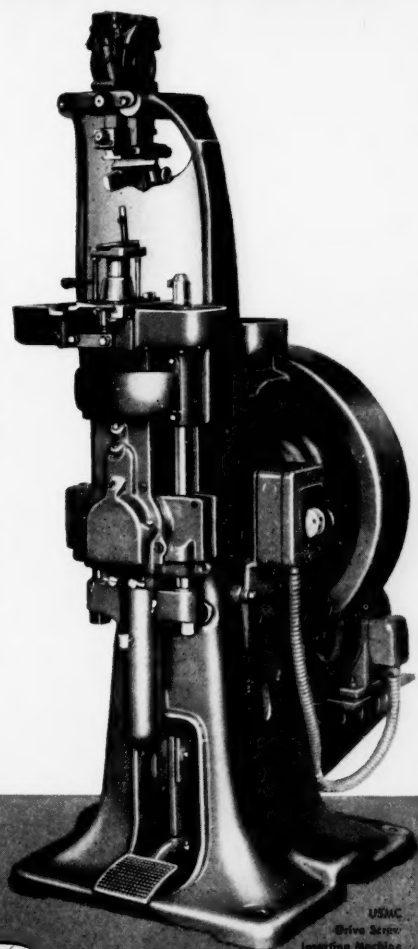
With the **USMC DRIVE SCREW INSERTING MACHINE**, screw reinforced wood heel attaching can be reduced from 5 to 3 operations with a corresponding reduction in costs. And because this machine is fast it can lower costs still more!

The cement-coated drive screw holds the heel firmly in place during heel and edge finishing and heel nailing, then remains permanently to add a reassuring margin of strength.

The results? Manufacturers protect themselves, their retailers and the wearer at very low cost against loose and lost heels.

Over 20,000,000 pairs have already been attached with complete satisfaction. It's a machine that is ruggedly built to operate day after day with exceptional economy.

Find out exactly how this machine can improve the value of your shoes — get complete details from your United branch office.



The Drive Screw Method

A sequence of heel attaching operations
utilizing the
Drive Screw Inserting Machine



HEEL SEAT FITTING — This important first step in heeling operations utilizes a heel seat fitting machine to create a complementary fit between the heel seat of the shoe and the cup of the heel.



SCREW ATTACHING — The shoe, either on or off the last, and the heel are placed in the Drive Screw Inserting Machine which clamps the heel solidly in place and inserts a cement-coated drive screw to fasten the heel to the shoe.



HEEL NAILING — In the final operation, maximum security is obtained when the heel is nailed from inside the shoe with five nails by a wood heel nailing machine.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

fall weather

calls for

calf leather



... and sturdy fall styling receives hearty masculine approval when the leather is

Willow Calf, which enables each style to look and wear its best. Willow Calf in colors, and Royal Calf in black, have been used since the "Gay Nineties" in men's shoe factories throughout the country.

WILLOW CALF

AMERICAN HIDE and LEATHER CO.

Boston

